

Logon

\*\*\* It is now 5/13/08 12:57:30 PM \*\*\*

## Welcome to DialogLink - Version 5 Revolutionize the Way You Work!

### New on Dialog

Order Patent and Trademark File Histories Through Dialog

*Thomson File Histories* are now available directly through *Dialog*. Combined with the comprehensive patent and trademark information on *Dialog*, file histories give you the most complete view of a patent or trademark and its history in one place. When searching in the following patent and trademark databases, a link to an online order form is displayed in your search results, saving you time in obtaining the file histories you need.

*Thomson File Histories* are available from the following *Dialog* databases:

- CLAIMS/Current Patent Legal Status (File 123)
- CLAIMS/U.S. Patents (File 340)
- Chinese Patent Abstracts in English (File 344)
- Derwent Patents Citation Index (File 342)
- Derwent World Patents Index (for users in Japan) (File 352)
- Derwent World Patents Index First View (File 331)
- Derwent World Patents Index (File 351)
- Derwent World Patents Index (File 350)
- Ei EnCompassPat (File 353)
- European Patents Fulltext (File 348)
- French Patents (File 371)
- German Patents Fulltext (File 324)
- IMS Patent Focus (File 447, 947)
- INPADOC/Family and Legal Status (File 345)
- JAPIO - Patent Abstracts of Japan (File 347)
- LitAlert (File 670)
- U.S. Patents Fulltext (1971-1975) (File 652)

- U.S. Patents Fulltext (1976-present) (File 654)
- WIPO/PCT Patents Fulltext (File 349)
- TRADEMARKSCAN - U.S. Federal (File 226)

#### DialogLink 5 Release Notes

New features available in the latest release of DialogLink 5 (August 2006)

- Ability to resize images for easier incorporation into DialogLink Reports
- New settings allow users to be prompted to save Dialog search sessions in the format of their choice (Microsoft Word, RTF, PDF, HTML, or TEXT)
- Ability to set up Dialog Alerts by Chemical Structures and the addition of Index Chemicus as a structure searchable database
- Support for connections to STN Germany and STN Japan services

Show Preferences for details

? Help Log On Msg

\*\*\* ANNOUNCEMENTS \*\*\*

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"Thomson File Histories" are now available directly through Dialog in selected patent and trademark files. Combined with the comprehensive patent and trademark information on Dialog, file histories give you the most complete view of a patent or trademark and its history in one place. When searching in one of the patent and trademark databases, a link to an online order form is displayed in your search results, saving you time in obtaining the file histories you need. See HELP FILEHIST for more information about how to use the link and a list of files that contain the link.

\*\*\*The 2008 EMTREE Thesaurus has been added to EMBASE (Files 72, 73, 772, and 972)\*\*\*

RESUMED UPDATING

\*\*\*File 120, U.S. Copyrights

\*\*\*

RELOADS COMPLETED

\*\*\*File 156, ToxFile (annual reload)

\*\*\*Files 154 & 155, MEDLINE (annual reload)

\*\*\*Files 72 & 73, EMBASE

\*\*\*

FILES REMOVED

\*\*\*Files 476/Financial Times & 473/Financial Times Abstracts

\*\*\*Files 359,959,804, Chemical Economics Handbook

\*\*\*Files 360,960, Specialty Chemicals Update Program

\*\*\*

>>>For the latest news about Dialog products, services, content<<<

>>>and events, please visit What's New from Dialog at <<<

>>><http://www.dialog.com/whatsnew/>. You can find news about <<<

>>>a specific database by entering HELP NEWS <file number>. <<<

? Help Off Line

\* \* \*

Connecting to Rob Pond - Dialog - 264751

Connected to Dialog via SMS003031747

? B 15, 9, 610, 810, 275, 476, 624, 621, 636, 613, 813, 16, 160, 634, 148, 20, 35, 583,  
65, 2, 474, 475, 99, 256, 348, 349, 347, 635, 570, PAPERSMJ, PAPERSEU, 47

>>>W: 476 does not exist

1 of the specified files is not available

[File 15] ABI/Inform(R) 1971-2008/May 12

(c) 2008 ProQuest Info&Learning. All rights reserved.

[File 9] Business & Industry(R) Jul/1994-2008/May 09

(c) 2008 The Gale Group. All rights reserved.

[File 610] Business Wire 1999-2008/May 13

(c) 2008 Business Wire. All rights reserved.

*\*File 610: File 610 now contains data from 3/99 forward. Archive data (1986-2/99) is available in File 810.*

[File 810] Business Wire 1986-1999/Feb 28

(c) 1999 Business Wire . All rights reserved.

[File 275] Gale Group Computer DB(TM) 1983-2008/May 07  
(c) 2008 The Gale Group. All rights reserved.

[File 624] McGraw-Hill Publications 1985-2008/May 12  
(c) 2008 McGraw-Hill Co. Inc. All rights reserved.

*\*File 624: Homeland Security & Defense and 9 Platt energy journals added Please see HELP NEWS624 for more*

[File 621] Gale Group New Prod. Annou.(R) 1985-2008/Apr 25  
(c) 2008 The Gale Group. All rights reserved.

[File 636] Gale Group Newsletter DB(TM) 1987-2008/May 07  
(c) 2008 The Gale Group. All rights reserved.

[File 613] PR Newswire 1999-2008/May 13  
(c) 2008 PR Newswire Association Inc. All rights reserved.

*\*File 613: File 613 now contains data from 5/99 forward. Archive data (1987-4/99) is available in File 813.*

[File 813] PR Newswire 1987-1999/Apr 30  
(c) 1999 PR Newswire Association Inc. All rights reserved.

[File 16] Gale Group PROMT(R) 1990-2008/May 07  
(c) 2008 The Gale Group. All rights reserved.  
*\*File 16: Because of updating irregularities, the banner and the update (UD=) may vary.*

[File 160] Gale Group PROMT(R) 1972-1989  
(c) 1999 The Gale Group. All rights reserved.

[File 634] San Jose Mercury Jun 1985-2008/May 08  
(c) 2008 San Jose Mercury News. All rights reserved.

[File 148] Gale Group Trade & Industry DB 1976-2008/Apr 24  
(c) 2008 The Gale Group. All rights reserved.  
*\*File 148: The CURRENT feature is not working in File 148. See HELP NEWS148.*

[File 20] Dialog Global Reporter 1997-2008/May 13  
(c) 2008 Dialog. All rights reserved.

[File 35] Dissertation Abs Online 1861-2008/Nov  
(c) 2008 ProQuest Info&Learning. All rights reserved.

[File 583] Gale Group Globalbase(TM) 1986-2002/Dec 13  
(c) 2002 The Gale Group. All rights reserved.  
*\*File 583: This file is no longer updating as of 12-13-2002.*

[File 65] Inside Conferences 1993-2008/May 12  
(c) 2008 BLDSC all rts. reserv. All rights reserved.

[File 2] INSPEC 1898-2008/Apr W2  
(c) 2008 Institution of Electrical Engineers. All rights reserved.

[File 474] New York Times Abs 1969-2008/May 13  
(c) 2008 The New York Times. All rights reserved.

[File 475] Wall Street Journal Abs 1973-2008/May 12  
(c) 2008 The New York Times. All rights reserved.

[File 99] Wilson Appl. Sci & Tech Abs 1983-2008/Apr  
(c) 2008 The HW Wilson Co. All rights reserved.

[File 256] TecInfoSource 82-2008/Feb  
(c) 2008 Info.Sources Inc. All rights reserved.

[File 348] EUROPEAN PATENTS 1978-2007/ 200818  
(c) 2008 European Patent Office. All rights reserved.

[File 349] PCT FULLTEXT 1979-2008/UB=20080508|UT=20080501  
(c) 2008 WIPO/Thomson. All rights reserved.

[File 347] JAPIO Dec 1976-2007/Dec(Updated 080328)  
(c) 2008 JPO & JAPIO. All rights reserved.

[File 635] Business Dateline(R) 1985-2008/May 09  
(c) 2008 ProQuest Info&Learning. All rights reserved.

[File 570] Gale Group MARS(R) 1984-2008/May 07  
(c) 2008 The Gale Group. All rights reserved.

[File 387] The Denver Post 1994-2008/May 02  
(c) 2008 Denver Post. All rights reserved.

[File 471] New York Times Fulltext 1980-2008/May 19  
(c) 2008 The New York Times. All rights reserved.

[File 492] Arizona Repub/Phoenix Gaz 19862002/Jan 06  
(c) 2002 Phoenix Newspapers. All rights reserved.

*\*File 492: File 492 is closed (no longer updating). Use Newsroom, Files 989 and 990, for current records.*

[File 494] St LouisPost-Dispatch 1988-2008/May 11  
(c) 2008 St Louis Post-Dispatch. All rights reserved.

[File 631] Boston Globe 1980-2008/May 09  
(c) 2008 Boston Globe. All rights reserved.

[File 633] Phil.Inquirer 1983-2008/May 12  
(c) 2008 Philadelphia Newspapers Inc. All rights reserved.

[File 638] Newsday/New York Newsday 1987-2008/May 13  
(c) 2008 Newsday Inc. All rights reserved.

[File 640] San Francisco Chronicle 1988-2008/May 11  
(c) 2008 Chronicle Publ. Co. All rights reserved.

[File 641] Rocky Mountain News Jun 1989-2008/May 12  
(c) 2008 Scripps Howard News. All rights reserved.

[File 702] Miami Herald 1983-2008/May 08  
(c) 2008 The Miami Herald Publishing Co. All rights reserved.

[File 703] USA Today 1989-2008/May 09  
(c) 2008 USA Today. All rights reserved.

[File 704] (Portland)The Oregonian 1989-2008/May 08  
(c) 2008 The Oregonian. All rights reserved.

[File 713] Atlanta J/Const. 1989-2008/May 11  
(c) 2008 Atlanta Newspapers. All rights reserved.

[File 714] (Baltimore) The Sun 1990-2008/May 11  
(c) 2008 Baltimore Sun. All rights reserved.

[File 715] Christian Sci.Mon. 1989-2008/May 12  
(c) 2008 Christian Science Monitor. All rights reserved.

[File 725] (Cleveland)Plain Dealer Aug 1991-2008/May 12  
(c) 2008 The Plain Dealer. All rights reserved.

[File 735] St. Petersburg Times 1989- 2008/May 11  
(c) 2008 St. Petersburg Times. All rights reserved.

[File 477] Irish Times 1999-2008/May 13  
(c) 2008 Irish Times. All rights reserved.

[File 710] Times/Sun.Times(London) Jun 1988-2008/May 13  
(c) 2008 Times Newspapers. All rights reserved.

[File 711] Independent(London) Sep 1988-2006/Dec 12  
(c) 2006 Newspaper Publ. PLC. All rights reserved.

*\*File 711: Use File 757 for full current day's news of the Independent, as as well as full coverage of many additional European news sources.*

[File 756] Daily/Sunday Telegraph 2000-2008/May 12  
(c) 2008 Telegraph Group. All rights reserved.

[File 757] Mirror Publications/Independent Newspapers 2000-2008/May 13  
(c) 2008. All rights reserved.

[File 47] Gale Group Magazine DB(TM) 1959-2008/May 02  
(c) 2008 The Gale group. All rights reserved.

? s fogdog

S1 4169 S FOGDOG

? s s1 and (online or on-line or internet or web-site or website or (web(w)(site or page)) or commerce or e-commerce or ecommerce or (on(w)line))

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8175416	ONLINE
160	ON-LINE
11689021	INTERNET
12	WEB-SITE
5270470	WEBSITE
16716962	WEB
17460430	SITE
6083725	PAGE
10948539	WEB(W) (SITE OR PAGE)
5541046	COMMERCE
89420	E-COMMERCE
160959	ECOMMERCE
125885422	ON
20050869	LINE
2577018	ON(W)LINE

S2 3994 S S1 AND (ONLINE OR ON-LINE OR INTERNET OR WEB-SITE OR WEBSITE OR  
(WEB(W) (SITE OR PAGE)) OR COMMERCE OR E-COMMERCE OR ECOMMERCE OR (ON(W)LINE))

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>>>W: One or more prefixes are unsupported

or undefined in one or more files.

S3 61830635 S PD<19990317

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61830635 S3

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119 S4

10941697 PROFIT???

160718 MARKUP

4 MARK-UP

26206111 COST???

S5 28 S S4 AND (PROFIT??? OR MARKUP OR MARK-UP OR COST???)

? rd

>>>W: Duplicate detection is not supported for File 348.

Duplicate detection is not supported for File 349.

Duplicate detection is not supported for File 347.

Records from unsupported files will be retained in the RD set.

S6            10    RD   (UNIQUE ITEMS)

? s s4 and (affiliate or affiliates or affiliation or affiliations)

119    S4

1209503   AFFILIATE

1270074   AFFILIATES

374284   AFFILIATION

106750   AFFILIATIONS

S7            16    S S4 AND (AFFILIATE OR AFFILIATES OR AFFILIATION OR AFFILIATIONS)

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28    S5

16    S7

S8            36    S S5 OR S7

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>>>W: Duplicate detection is not supported for File 348.

Duplicate detection is not supported for File 349.

Duplicate detection is not supported for File 347.

Records from unsupported files will be retained in the RD set.

S9            13    RD   (UNIQUE ITEMS)

? t s9/free/all

>>>W: "FREE" is not a valid format name in file(s): 347-349

9/8/1 (Item 1 from file: 15)

ABI/Inform(R)

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01772556            04-23547

\*\*USE FORMAT 7 OR 9 FOR FULL TEXT\*\*

SSO & AOL: Letters to remember

Word Count: 949 Length: 1 Pages

Feb 8, 1999

Company Names:

Sports Superstore Online

America Online Inc

Geographic Names: US

Descriptors: Retailing industry; Corporate profiles; Sporting goods; Electronic commerce; Online information services

Classification Codes: 8390 (CN=Retailing industry); 9110 (CN=Company specific); 5250

(CN=Telecommunications systems); 8330 (CN=Broadcasting & telecommunications); 9190 (CN=United States)

9/8/2 (Item 2 from file: 15)

ABI/Inform(R)

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01735782 03-86772

**\*\*USE FORMAT 7 OR 9 FOR FULL TEXT\*\***

Here's lookin' at you, Hugh

Word Count: 1159 Length: 2 Pages

Dec 7, 1998

Company Names:

BankAmerica Corp ( Duns: 05-169-5542 Ticker: BAC )

Geographic Names: US; California

Descriptors: Banking industry; Bank acquisitions & mergers; State regulation; Banking law

Classification Codes: 9190 (CN=United States); 8100 (CN=Financial services industry); 4310 (CN=Regulation)

9/8/3 (Item 1 from file: 810)

Business Wire

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0984891 BW0319

Business Wire Recap

February 24, 1999

Byline: Editors

Word Count: 3469

9/8/4 (Item 2 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0943467 BW0241

FOGDOG SPORTSCAPE.COM : Fogdog Sports Acquires Major Rival Sportscape.com; Largest Internet

## Sporting Goods Store Extends Industry Lead

November 23, 1998

Byline: Business Editors and Computer/Retail/Sports Writers

Word Count: 369

9/8/5 (Item 3 from file: 810)

Business Wire

(c) 1999 Business Wire . All rights reserved.

0936803 BW1304

BE FREE : Be Free Recruits Expert Management Team

November 10, 1998

Byline: Business Editors

Word Count: 780

9/8/6 (Item 1 from file: 621)

Gale Group New Prod.Annou.(R)

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01822269 Supplier Number: 54030026 (USE FORMAT 7 FOR FULLTEXT)

The Web's Top Merchants Team up with GeoCities' 'Pages That Pay' Affiliates Program to Provide Money-Making Opportunities for GeoCities' 3.5 Million Members.

March 8 , 1999

Word Count: 1160

Publisher Name: PR Newswire Association, Inc.

Company Names: \*GeoCities Inc.

Geographic Names: \*1USA (United States )

Product Names: \*4811520 (Online Services)

Industry Names: BUS (Business, General); BUSN (Any type of business )

SIC Codes: 4822 (Telegraph & other communications )

NAICS Codes: 514191 (On-Line Information Services )

Ticker Symbols: GCTY

9/8/7 (Item 1 from file: 16)

Gale Group PROMT(R)

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07376519 Supplier Number: 59845440 (USE FORMAT 7 FOR FULLTEXT)

Where Does Amazon.com Go Next?(Company Business and Marketing)

March 8 , 1999

Word Count: 1103

Publisher Name: Penton Media, Inc.

Company Names: \*Amazon.com Inc.; drugstore.com Inc.; Sears, Roebuck and Co.

Event Names: \*820 (Receipt of funds); 430 (Capital expenditures )

Geographic Names: \*1USA (United States )

Product Names: \*4811520 (Online Services); 4811524 (Teleshopping Services); 5311000 (Department Stores)

Industry Names: BUSN (Any type of business); TELC (Telecommunications )

NAICS Codes: 514191 (On-Line Information Services); 514199 (All Other Information Services); 45211 (Department Stores )

Special Features: LOB; COMPANY

Advertising Codes: 55 Company Planning/Goals

9/8/8 (Item 1 from file: 20)

Dialog Global Reporter

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04460986 (USE FORMAT 7 OR 9 FOR FULLTEXT)

The Arizona Republic Retail Briefs Column

February 25, 1999

Word Count: 628

Company Names: Whole Foods Market Inc; Disney Co

Descriptors: Facilities & Equipment; Company News; New Products & Services; Marketing

Country Names/Codes: United States of America (US )

Regions: Americas; North America; Pacific Rim

Province/State: Arizona

SIC Codes/Descriptions: 6512 (Nonresidential Building Operators)

9/8/9 (Item 1 from file: 635)

Business Dateline(R)

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1041893 00-06355

UNBUILT MALL HAS TENANTS LINED UP

Publication Date: 990225

Word Count: 640

Dateline: Scottsdale, AZ, US, Mountain

Company Names: Pederson Group Inc, Phoenix, AZ, US, SIC:6552,

Classification Codes: 8360 (Real estate); 8390 (Retailing industry)

Descriptors: Developers; Shopping centers; Retail stores; Tenants

9/8/10 (Item 2 from file: 635)

Business Dateline(R)

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1025461 99-89533  
Online retail's year?

Publication Date: 981228  
Word Count: 935  
Dateline: Palo Alto, CA, US, Pacific

Company Names: ArtisanGifts-com, Palo Alto, CA, US, SIC:5947,  
Classification Codes: 8390 (Retailing industry)  
Descriptors: Electronic commerce; Industrywide conditions; Business growth; Growth rate; Business forecasts  
Special Feature: Chart

9/8/11 (Item 1 from file: 492)  
Arizona Repub/Phoenix Gaz  
(c) 2002 Phoenix Newspapers. All rights reserved.  
10056099

#### UNBUILT MALL HAS TENANTS LINED UP

Thursday, February 25, 1999  
Word Count: 656

9/8/12 (Item 1 from file: 640)  
San Francisco Chronicle  
(c) 2008 Chronicle Publ. Co. All rights reserved.  
09848059

#### BLACKOUT STRANDS SOME WEB SURFERS

MONDAY, December 14, 1998  
Word Count: 870

Descriptors: BUSINESS; POWER FAILURES; ONLINE SERVICES

9/8/13 (Item 1 from file: 703)  
USA Today  
(c) 2008 USA Today. All rights reserved.  
08660249

Superstores seek on-line customers

TUESDAY March 16, 1999  
Word Count: 1104

Descriptors: INTERNET; SHOPPING

? t s9/k/13

9/K/13 (Item 1 from file: 703)

USA Today

(c) 2008 USA Today. All rights reserved.

Superstores seek on-line customers

Memo:

NOTES: INTERNET MARKETING

Text:

SAN FRANCISCO -- As the Internet matures, a new breed of retail superstores or "'category killers'" is starting to emerge.

Just...

...Staples and Office Max sprang up in the 1980s to overshadow local office supply stores, Fogdog Sports, BabyCenter and Garden.com are trying to establish national brands in categories where no...

Unlike the tiny collector stores reporting brisk Internet sales, these up-and-coming retailers are leaving nothing to chance. Each is investing heavily...

...a joint venture with the Culinary Institute of America to sell gourmet foods and cookware on line. "'There are 40,000 suppliers and no national gourmet foods retailers,'" says CEO Kevin Appelbaum. "'We're trying to bring it all together.'"

\* Fogdog Sports CEO Tim Harrington says the lack of another major national seller of sporting goods...

...reason for us to invest very heavily in building the first national brand,'" he says.

Fogdog, which launched as SportSite.com in May 1997 and re-launched

as Fogdog five months ago, aims to offer not only a wide selection but also comprehensive shopping guidance.

Internet commerce analyst Genni Combes of investment bank Hambrecht & Quist says many specialty on-line retailers are joining mass marketers such as Amazon.com, which started by selling books and...

...to offer music, videos, gifts and links to computer and health products. Companies such as Fogdog aim to capitalize on the Internet's ability to span geographic boundaries.

And as the public catches on to shopping on line, information sites are turning into

commerce sites. In-depth informational content can drive customers to shop because the line between editorial and advertising is blurred on line, says analyst Patrick Keane of Jupiter Communications, an Internet research firm

Even Microsoft, at the same time it builds out its MSN.com Internet gateway as a mass-appeal site, is aiming at niche markets. Last month it launched...

...in the works.

'The market for specialized products and services will thrive' because of the Internet, Microsoft CEO Bill Gates says. 'The profound change is when you can match buyers and...

...found each other another way.'

That is the idea behind start-up Garden.com, an on-line store competing in a retail category primarily composed of small, neighborhood nurseries.

Though 65 million...

...000 products -- 10 to 15 times more than a typical local nursery. Garden.com's Web site provides hundreds of pages of information, even ways to help customers plan their gardens.

What these niche e-tailers don't necessarily need to offer is discount pricing, says Fogdog's Harrington. 'Price is important, but it's not the most critical thing,' he says.

Fogdog's research shows that customers judge on-line merchants primarily by the types of information and quality and selection of products available.

If companies such as Fogdog successfully meet those requirements, they can win customers away from neighborhood stores, says Ram Shriram...



...THEIR NICHE

BABYCENTER.COM: Matt Glickman realized from his own experience in 1996 that the Internet can be a useful tool for new parents.

Awaiting his first child, he searched everywhere...

...growing 50% a month, Glickman says.

BabyCenter's revenue comes from sales, advertising on its Web site and fees earned from custom Web sites for physicians, hospitals and organizations.

It reaches a...

...us.'

GARDEN.COM: Ten percent of gardeners shop from catalogs, so persuading them to shop on line may not be a stretch for Garden.com.

And gardeners tend to be upscale. Already...

...CEO Cliff Sharples, who runs the company with his wife, Lisa.

Since the site went on line in March 1996, Garden.com has attracted 420,000 customers who have registered as members and gets 1.3 million visitors a month.

DIGITALCHEF.COM: New on-line retailer Digital Chef is aiming high and hitting its target -- high-income men and women...shopping tips, menu planners and an 'ask a chef' feature.

But no ads. Unlike other on-line retailers, Appelbaum intends to profit entirely from sales of products.

Descriptors:  
INTERNET; SHOPPING

990316

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Set	Items	Description
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S1	4169	S FOGDOG
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S2 3994 S S1 AND (ONLINE OR ON-LINE OR INTERNET OR WEB-SITE OR WEBSITE OR (WEB(W)(SITE OR PAGE)) OR COMMERCE OR E-COMMERCE OR ECOMMERCE OR (ON(W)LINE))

S3 61830635 S PD<19990317

S4 119 S S2 AND S3

S5 28 S S4 AND (PROFIT??? OR MARKUP OR MARK-UP OR COST???)

S6 10 RD (unique items)

S7 16 S S4 AND (AFFILIATE OR AFFILIATES OR AFFILIATION OR AFFILIATIONS)

S8 36 S S5 OR S7

S9 13 RD (unique items)

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119 S4

2751291 CONFLICT???

12331579 PROTECT???

656107 BYPASS???

13 BY-PASS???

S10 12 S S4 AND (CONFLICT??? OR PROTECT??? OR BYPASS??? OR BY-PASS???)

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119 S4

6846250 CHANNEL???

2751291 CONFLICT???

12331579 PROTECT???

656107 BYPASS???

13 BY-PASS???

S11 32 S S4 AND (CHANNEL??? OR CONFLICT??? OR PROTECT??? OR BYPASS??? OR BY-PASS???)

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>>>W: Duplicate detection is not supported for File 348.

Duplicate detection is not supported for File 349.

Duplicate detection is not supported for File 347.

Records from unsupported files will be retained in the RD set.

S12 15 RD (UNIQUE ITEMS)

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12/K/1 (Item 1 from file: 15)

ABI/Inform(R)

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#### Abstract:

For the past 3 years, Sports Superstore Online (SSO) - the online retail operations of ShopSports, a division of Copeland's - has quietly built a sophisticated online empire. Today consumers can find SSO everywhere - from America Online and Microsoft Shopping Network to Yahoo! Store not to mention their own independent site on the Internet. Considered a completely separate brand from Copeland's, Sports Superstore Online offers a far different array of products than its brick-and-mortar retail parent. While Copeland's is a regionally established name, SSO has sought out the global online market. SSO prides itself on turning around customer order in hours as opposed to days.

#### Text:

...shrewd retailer, though, was way beyond the pack. For the past three years, Sports Superstore Online (SSO)-the online retail operations of ShopSports, a division of Copeland's-has quietly built a sophisticated online empire. Today consumers can find SSO everywhere-from America Online and Microsoft Shopping Network to Yahoo! Store not to mention their own independent site on the Internet.

With such a vast empire, it's no wonder AOL sought out SSO as it...  
...we've capitalized on our early lead to reinforce our stronghold in the rapidly evolving ecommerce race."

Fialho also said that SSO has done better than expected based on forecasts set three years ago. "AOL relied on us for sports mix; we relied on them for online users."

That reliance has paid off. According to the November 9, 1998 issue of

Business Week, AOL currently sports 14 million subscribers, making it the largest Internet service provider in the world. With the recent acquisition of Netscape and its Netcenter Internet site of nine million registered users, AOL is now the number one Web portal (i.e...

...starting their Web treks) on the Net. Business Week claimed the joint venture tying America Online and Netscape has transformed AOL into the most potentially dangerous rival to Microsoft.

"When you...

...Net, with 50 percent more visitors than its closest rival, Yahoo!," said Kate Delhagen of Internet research company Forrester Group.

John W. Sidgmore, vice-chairman of MCI WorldCom, a supplier of Internet "backbone" service agreed. "When a company with close to half of consumer Internet users embraces e-commerce with such a huge move, this could be the catalyst that could finally make e-commerce take off," he said.

#### WILD CHILD

All this growth at AOL puts SSO in the epicenter of a major e-commerce cyberquake. Considered a completely separate brand from Copeland's, Sports Superstore Online offers a far different array of products than its brick-and-mortar retail parent.

While Copeland's is a regionally established name, SSO has sought out the global online market.

According to Fialho, the objective at SSO is to create a completely different brand identity by clearly communicating the mission: to be a "sports superstore online." He noted the name is simple to remember and easy to type into any search engine or browser--both critical factors to the Web shopper. "Online consumers are looking for totally different things," he said. "They shop and behave differently, so...

...and pro-licensed goods to capture broader consumer appeal. Interestingly, Copeland's hosts its own Web site, [www.copelandsports.com](http://www.copelandsports.com), which reinforces the chain's regional identity while maintaining the look and feel local shoppers know and trust.

Fialho noted a common misperception about online commerce is that price is the key differentiator between Web retailers. Rather, delivery is the lynchpin...

...to detail has earned SSO the prestigious AOL Certified Merchant designation. This translates to extra protection for the online buyer when doing business with an AOL retail site, including a money-back guarantee and credit card fraud protection from AOL in addition to any policies enacted by the merchant. SEASONAL DRAW

So what are all those AOL shoppers buying on the Internet? Fialho said golf is an extremely popular category for SSO shoppers, followed by athletic footwear...

...for the Holidays. According to Reuters, nearly 31 million consumers-54.5 percent of all Internet users-traveled to America Online websites in December. This number outpaced its nearest competitor, Microsoft, by over six percent, according...

...percent from a year ago, according to Business Week.. Want to hear more from leading online retailers? Plan to attend the NSGA Management Conference, May 16-19, at the Hyatt Regency Hilton Head. An Internet panel composed of SSO's Fialho, Tim Harrington of Fogdog Sports, Jim Medalia of Justballs.com and myself, will share our experiences and future visions for e-commerce. Join us for an "insiteful" discussion, sponsored by SGB. 0

(Illustration Omitted)

(Illustration Omitted)

Sidebar:

ports Superstore Online <http://www.sportssuper.com>  
<http://www.shopsports.com> AOL Keyword: ShopSports

Sidebar:

Copeland's Sports

<http://www.topelandsports.com>

Sidebar:

America Online <http://www.aol.com>  
Author Affiliation:

By Kellee "Sparky" Harris, Contributing Editor

Author Affiliation:

Kellee...

Company Names:

Sports Superstore Online

Company Names:

Descriptors:

...Electronic commerce; ...

...Online information services

Classification Codes:

12/K/2 (Item 1 from file: 610)

Business Wire

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Netpulse Delivers Captive, Upscale Audience For Online, Rich-Media Advertising; Major Companies Choose Netpulse to Reach a Lucrative, Targeted Demographic

Text:

Netpulse Communications, Inc., an Internet media company providing an online service to health and fitness-conscious consumers nationwide, announced today a powerful new service for advertisers that leverages a unique combination of online and traditional marketing techniques to reach

captive, bored health club members while they work out...

...with color, touch-screen computer displays that provide health club members with free, high-bandwidth Internet and email access, personal TV, music, and more--all while they work out. With this...

...full motion video. Advertisers can also take advantage of the fact that Netpulse is an online service in a public, retail environment, allowing for a highly effective combination of online marketing and traditional point-of-sale, affinity and sampling programs. Toyota, Hyatt Hotels, NBC Snap.com, FogDog, PR\*Bar, iVillage.com and many other on and offline brands have experienced extraordinary campaign...

...that our results so far have well exceeded our goals."

"Netpulse is the ultimate 'sticky' Web site," said Intuit, Inc. co-founder and Netpulse President and CEO Thomas A. Proulx. "For the...

...a result, click-through rates on Netpulse average two to three times higher than typical Internet ad campaigns."

Fitness center members: 50 million strong and growing

More than 50 million Americans...

...geographic and psychographic targeting. Netpulse also delivers full motion video interstitials, click-to-video-to-website banner campaigns, and other rich media content via Netpulse's high speed connection to each user. "We connect to users 50 times faster than the average web site," says Cahn. "Our advertisers love the way we can seamlessly integrate their existing TV and...  
...their web content." But the best part of Netpulse's offering is that users are online with Netpulse while in a public, retail environment. "After spending 30 minutes on Netpulse during...

...showers. Members love it!"

#### About Netpulse Communications

Founded in 1993, Netpulse Communications, Inc. is an Internet media company providing online service to health and fitness-conscious consumers nationwide. Netpulse gives health club members free high-bandwidth Internet and email access, personal TV, music, and more--all while they are working out. With...

...to access this upscale, captive audience for extended periods of time. The Netpulse solution combines online, rich-media marketing with traditional point-of-sale, affinity and sampling programs. Netpulse Communications, Inc...

...offices in New York, Chicago and San Diego. For more information, please visit the Netpulse web site at [www.netpulse.net](http://www.netpulse.net). -----

NOTE TO EDITORS: Please note there is an asterisk in the...

...LarryG@Netpulse.net

KEYWORD: CALIFORNIA NEW YORK  
INDUSTRY KEYWORD: COMPUTERS/ELECTRONICS COMED ENTERTAINMENT  
INTERACTIVE/MULTIMEDIA/INTERNET TELECOMMUNICATIONS

Product Names:  
...INTERNET;

Event Names:

...DISTRIBUTION CHANNELS;

12/K/3 (Item 1 from file: 810)

Business Wire

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## CA FOGDOG SPORTS Play Ball! But First Gear up Online; Fogdog Sports Launches Web Baseball Store, Stocked With 1,000 Items, in Time for Spring Training

...heat it up for a few minutes. What have you got? A hot tip ... from Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)), the world's largest online sporting goods retailer, on how to break in a baseball glove.

At Fogdog's new baseball store, players will find the latest baseball gear along with tips from...

...just a click away.

"With a confusing array of sporting goods options in the marketplace, Fogdog helps consumers hone in on the baseball products right for them," said Fogdog Sports CEO Tim Harrington. "You just can't find this type of professional advice and...

...a secure, consumer-friendly environment without leaving your home or office, is an added bonus."

Fogdog's new baseball store is jam-packed with everything from footwear to warm-ups to protective equipment and sports medicine.

Online

shoppers will find a broad selection and inventory of products designed for players of all...

...Easton

-- More than 77 baseball bats -- includes aluminum/metal, fungo, warm-up and wood

Additionally, Fogdog sports consultants advise shoppers and browsers on picking the right glove, ways to break the...

...solicits and features

tried-and-true approaches to glove maintenance from real-life baseball enthusiasts.

Fogdog Sports is the world's only single source for buying virtually any sports or outdoor product, anytime, anywhere. Online shoppers at Fogdog Sports can shop by brand, product category or keyword search and select from more than...

...offering the broadest selection of quality products in all sports, top brands and expert advice, Fogdog Sports



makes it easy to buy the right products at competitive prices with guaranteed safe checkout procedures.

For more information, contact: Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)),  
3031 Tisch Way, 100 Plaza East, San Jose, CA 95128. Phone:  
408/261-6222; Fax: 408/261-6226.

CONTACT: Fogdog Sports  
Duffy Jennings, 408/615-3531  
[duffy@fogdog.com](mailto:duffy@fogdog.com)  
or  
Fineman Associates Public Relations  
Heidi White/Lori Denaro, 415/777-6933  
[hwhite@finemanpr.com](mailto:hwhite@finemanpr.com)

KEYWORD: CALIFORNIA

INDUSTRY KEYWORD: SPORTS RETAIL INTERACTIVE/MULTIMEDIA/INTERNET  
COMED PRODUCT

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12/K/4 (Item 2 from file: 810)

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...ATV) TORONTO--ARC International to Extend  
Retail Hockey Equipment Business With Second Quarter Launch of  
Internet Pro Shop (BW1011 06:29)  
(MA-STAPLES)(SPLS) --REMINDER/ Pittsburgh Steelers Coach Bill  
Cowher to...

...RPT-GEMPLUS) GEMENOS, France--Gemplus Smart Card Readers Receive  
Windows Certification (BW1032 07:16)  
(CA-INTERNET-INFINITY)(ITNF) COSTA MESA, Calif.--  
Internet  
Infinity Inc. Sales Revenues Increase 81% Over Last Year's Quarter  
(BW0016 07:20)  
(MN...

...TULSA, Okla.--United Video Satellite  
Group Announces Formation of a Joint Venture With the Interactive  
Channel and Investment in Source Media (BW1035 07:27)  
(CA-SHARPER-IMAGE)(SHRP) SAN FRANCISCO--Sharper...

...CA-THIRDAGE-MEDIA) SAN FRANCISCO--ThirdAge Media Launches

Comprehensive Dating Site Targeting the 45+ Audience Online;  
(BW1047 07:59)

(WA-PUGET-SOUND-ENERGY) (PSD) BELLEVUE, Wash.--Puget Sound Energy  
Reports Higher...IP-EQUITY) NORWALK, Conn.--Phase Technologies in pact with  
InfoSpace.com to Provide Content and Commerce  
Solutions to the mPhase  
High-Speed Internet Access Users (BW0026 08:02)  
(CA-ELECTRONIC-ARTS) (ERTS) REDWOOD CITY, Calif.--Electronic Arts  
Announces...

...New IDEAL

Exposure Method Pushes Optics Into the Realm of NGL (BW1060 08:02)

(GA-FOGDOG-SPORTS) ATLANTA--Fogdog  
Sports Announces E- Tailing  
Standards for Sporting Goods Manufacturers at SGMA Super Show (BW1061  
08...

...Prize in FANTASY 5 (BW1073 08:24)

(TX-PROSOFTTRAINING.COM) (POSO) AUSTIN, Texas--  
ProsoftTraining.com Internet Certification Program Expands its Reach  
into Kuwait and Saudi Arabia; (BW1074 08:29)  
(CA-DICK...

...Financial

Results for the Second Quarter of Fiscal 1999 (BW0029 08:30)

(CO-ROCKY-MTN-INTERNET) (RMII) DENVER--Hanson, Rocky Mountain  
Internet

CEO, Re-elected to CompTel Board of Directors; (BW0030 08:30)

(VA-RESEARCH) --ADVISORY/Worldwide...Capital (BW0039 09:00)

(CA-UWI-COM) SAN FRANCISCO--UWI.Com Named Top-Ten E-Commerce  
Company; Internet Week Editors Select UWI.Com as an "E-  
Commerce

Company to Watch" (BW0040 09:00)

(WA-VALVE/SIERRA/PC-GMR) BELLEVUE, Wash.--Half-Life Demo  
Premieres Today On PC Gamer Online; Sierra Studios and Valve Launch  
Free Playable Demo of the "Game of the Year" (BW0041...

...1999 on Friday Feb. 19, 1999 (BW0044 09:01)

(NV-METERNET) RENO, Nev.--MeterNet Expands Internet Set Top  
Program; Set Top Program Provides Turn-Key Outsource Services for  
National Companies That Desire to Offer Branded Internet Access to  
Their Consumer Markets (BW0045 09:01)

(OR-CASCADE-CORP) (CAE) PORTLAND, Ore.--Cascade...

...Calif.--PeopleSoft Leads

Healthcare Market with New Customers and Rapid Implementations (BW1121  
09:31)

(GA-FOGDOG-SPORTS) --REMINDER/Fogdog

Sports Announces Sporting

Goods E-tailing Standards (BW0053 09:36)

(CA-GLORIA-FERRER) SONOMA, Calif...

...PROGRAMMER'S-PARADISE)(PROG) SHREWSBURY, N.J.-- Programmer's Paradise, Inc. Reports Strong Increase in Internet Sales; First Quarter 1999 Web Sales Running 43% over Fourth Quarter 1998 (BW1131 09:57...HP Announce First Digital Imaging Community to Offer High-Resolution Viewing and Printing From the Internet (BW0086 11:03)

(CA-NETCOM-SYS) --ADVISORY/Gigabit Ethernet Conference Expert Speakers to Include Netcom...

...of Sale Ltd. Create "Next-Generation" POS System for Albertson's (BW1193 11:05)

(CT-ONLINE/VIRCOMM) WILTON, Conn.--Online Inc. Announces the VirComm Awards for Excellence in Virtual Communities (BW1194 11:05) (FL-BELAIR...

...Floating Rate Notes (BW1196 11:06)

(WA-OKANE-INTERNATIONAL)(OKNI) BOTHELL, Wash.--Okane International and Online Direct Form Strategic Partnership To Create Web Communities for Cable and Telecommunications (BW0088 11:07...

12/K/5 (Item 3 from file: 810)

Business Wire

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## GA FOGDOG SPORTS Fogdog Sports Announces Sporting Goods E-tailing Standards

ADVISORY...for Friday (Feb. 12)

--(BUSINESS WIRE)--

WHAT: Fogdog Sports (www.fogdog.com), the world's largest online sporting goods retailer, announces its recommended comprehensive certification criteria for sporting goods manufacturers evaluating e-commerce opportunities.

WHEN: Friday, February 12, 1999, 4 p.m.

WHO: Tim Harrington, CEO, Fogdog Sports  
Brett Allsop, President, Fogdog International  
Robin Smith, EVP, Retail and Operations, Fogdog

Sports

WHERE: Sporting Goods Manufacturers Association Super Show  
Press Room, Georgia World Congress Center, Atlanta

BACKGROUND: The explosive growth in online commerce and the new

distribution channel it provides has generated a great deal of interest among sporting goods manufacturers. They have many questions and concerns about their involvement in e-commerce. Few know how to evaluate Web partners and sites for legitimacy, quality, product presentation, delivery, customer service, marketing support and other important business issues. Fogdog Sports, the largest and most advanced

online

sporting goods retailer, has developed the industry's first comprehensive set of standards for e-tailing excellence to assist manufacturers as they enter into the e-commerce arena. The company, which offers more than 15,000 products from 250 brands in 40 sports, has spent more than three years building the model for e-commerce in the industry.

CONTACT: Fogdog Sports  
Duffy Jennings, 408/615-3531  
650/888-7787 (cell)  
or  
Fineman Associates Public Relations  
Heidi White/Lori Denaro, 415/777-6933

KEYWORD: GEORGIA

INDUSTRY KEYWORD: SPORTS COMED INTERACTIVE/MULTIMEDIA/INTERNET

ADVISORY TRADESHOW

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12/K/6 (Item 4 from file: 810)

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## FOGDOG SPORTS Fogdog Sports Adds New Touch to Cyberspace: the Human Touch

SAN JOSE, Calif.--(BUSINESS WIRE)--Dec. 14, 1998--

'Fogdog Search Squad' Will Shop Till They Drop For Customers

Site Also Adds Better Business Bureau Online Privacy  
Protection

In a move that could start a refreshing trend, a major online retailer has added a new touch to cyberspace shopping: the human touch. Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)), the world's largest online

sporting goods store, has created a team of professional personal

shoppers determined to find customers what they want, no matter what it takes.

Called the Fogdog Search Squad, members are trained sports consultants who attempt to locate any available product, anywhere, for a customer, whether Fogdog Sports carries it or not. The Search Squad can be contacted by email anytime through the site or by writing to: search@fogdog.com. Customers are notified of the search progress within two business days.

"People shop online because it's fast, convenient and hassle-free, all of which is especially apparent during the holiday season," Fogdog Sports CEO Tim Harrington said, adding that Fogdog Sports' holiday sales are up four times over its fall figures.

"We're taking service...

...level and backing up our promise to deliver the best selection in sporting goods anywhere - online or off. We want every shopping experience on our site to delight and please our...

...even if it means we have to leave our site to find the perfect item."

Fogdog

Sports offers shoppers top brands in all sports, thousands of products, expert advice, personal shopping...

...free shipping for the holidays. It is also now certified by the Better Business Bureau Online privacy seal program that further protects customers' vital information.

Unusual Gift Ideas

Fogdog Sports has an array of holiday gift suggestions, techno gadgets and stocking stuffers for men...

...and the \$229 MPN 1400 Select Scope, which offers 1.7x magnification for night vision.

Fogdog Sports carries some 60,000 items from more than 250 top manufacturers, including adidas, Airwalk, Callaway, Mizuno, Nike, Rawlings, Reebok, Taylor Made, and The North Face.

Fogdog, A Ray of Light

"The dictionary defines 'fogdog' as the ray of light sometimes seen burning through fog," Harrington said. "At Fogdog Sports, it means we promise to guide you through the vast world of sporting goods..."

...another ray providing our customers with easy, stress-free shopping."

At the site, visitors to Fogdog Sports will find thousands of new brand-name products, smooth navigation and easy purchase procedures...

...time Miss Olympia, author and TV fitness host Cory Everson.

Credit Card Guarantee, Free Shipping

Fogdog Sports protects customer credit card numbers with state-of-the-art secure server software and a 100 percent guarantee against fraudulent use.

No Fogdog

Sports customer has ever experienced misuse of a credit card, but should it occur the...

...card holder

liable for fraudulent charges.

As a special promotion during the holiday shopping season, Fogdog

Sports is offering free ground shipping on United States purchases through December 31.

About Fogdog Sports

Fogdog Sports, which leads the online category in the \$150 billion-a-year retail sporting goods industry, has received venture capital funding from J.H. Whitney and Co. and Draper Fisher Jurvetson. For more information, contact: Fogdog Sports (www.fogdog.com), 3031 Tisch Way, 100 Plaza East, San Jose, CA 95128; Phone: 408.261.6222; Fax: 408.261.6226.

CONTACT: Fogdog Sports

Duffy Jennings, 408/615-3531  
duffy@fogdog.com

or

A&R Partners

Ron Kalb, 650/363-0982  
rkalb@arpartners.com

KEYWORD: CALIFORNIA

INDUSTRY KEYWORD: SPORTS COMPUTERS/ELECTRONICS COMED  
INTERACTIVE/MULTIMEDIA/INTERNET

KEY: APRFXB

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12/K/7 (Item 5 from file: 810)

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FOGDOG SPORTS Tim Harrington Named CEO of Fogdog Sports

SAN JOSE, Calif.--(BUSINESS WIRE)--Dec. 7, 1998--

Co-Founder Brett Allsop Becomes President of Fogdog Sports  
International World's Largest Online Sports Store Poised for Major  
Growth in 1999

Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)), the largest sporting goods store on the Internet, announced today that President Tim Harrington has added the duties of CEO to his role...

...co-founder and board chairman Brett Allsop has been named president of the newly created Fogdog Sports International division.

Harrington, a former IBM, Cobra Golf and GolfWeb executive, joined Fogdog Sports as president last summer when it was SportSite.com. As president and CEO, he...

...day-to-day management of the Silicon Valley company that has become the leading e-commerce site for sporting goods.

"It's great to be leading an all-star sporting goods team at what is the defining time in e-commerce," Harrington said. "We are putting sporting goods sales on the front page of e-commerce news as the first-mover in this category of online retailing.

"Brett Allsop and the other two co-founders, Robert Chea and Andy Chen, built a solid foundation for Fogdog Sports. My experience in a large business, sporting goods and the Internet has prepared me perfectly to lead the company to the next level."

Allsop will guide the company's growth in the global market by building international business relationships and distribution channels for Fogdog

Sports apparel, equipment and merchandise abroad.

The company, which offers 15,000 products and more...

...more than 65 countries in Europe, Asia, South America, Australia and elsewhere around the world.

Fogdog Sports adds to its extensive selection with expert advice, recommendations on buying the right product...

...total site makeover and the acquisition of a major rival, Sportscape.com.

"As the e-commerce leader in the \$150 billion-a-year sporting goods industry," Harrington said, "we expect our...

...in 1999 and incrementally into the new millennium. It should be quite a ride."

About Fogdog Sports

Fogdog Sports is the world's only single source for buying virtually any sports or outdoor...

...offering the broadest selection of quality products in all sports, top

brands and expert advice, Fogdog Sports makes it easy to buy the right products at competitive prices. Online shoppers at Fogdog Sports can shop by brand, product category or keyword search and select from more than...

...and The North Face - some 15,000 products and more than 60,000 individual items.

Fogdog Sports was originally SportSite.com until it changed its identity in November, 1998. PC Magazine...

...Sites list, saying, "SportSite.com succeeds magnificently. Quite simply it's one of the best online stores."

Fogdog Sports has received venture capital funding from J.H. Whitney and Co. and Draper Fisher Jurvetson. For more information, contact: Fogdog Sports (www.fogdog.com), 3031 Tisch Way, 100 Plaza East, San Jose, CA 95128; Phone: 408.261.6222; Fax: 408.261.6226.

CONTACT: Fogdog Sports, San Jose  
Duffy Jennings, 408/615-3531  
duffy@fogdog.com

or

A&R Partners  
Ron Kalb, 650/363-0982  
rkalb@arpartners.com  
Rana Cho, 650/363-0982  
rcho@arpartners.com

KEYWORD: CALIFORNIA

INDUSTRY KEYWORD: COMED INTERACTIVE/MULTIMEDIA/INTERNET RETAIL  
SPORTS MANAGEMENT CHANGES

KEY: APRFXB

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...Donnelly & Sons Co. (NYSE:DNY), Network Solutions (NASDAQ:NSOL),

Lending Tree, Electronic Newsstand, Inc., and Fogdog Sports.

Stephen Joseph, Chief Financial Officer. As former chief



financial officer at PCs Compleat, a...

...President of Sales. In his former position at Open Market, Inc., a leading provider of Internet commerce solutions, Mr. Heavey was the sales founder who designed and implemented Open market's first worldwide channel and sales strategy enabling the company's successful IPO. Mr. Heavey also helped design and implement Open Market's commerce service providers strategy, establishing relationships with some of the world's leading telecommunications companies, financial institutions and Web developers to deliver commerce solutions to a variety of businesses. At Be Free, Mr. Heavey will be responsible for...

...Market at Open Market, Inc., Ms. Brezniak led marketing and engineering teams focused on delivering Internet commerce solutions to these specific market segments. Her responsibilities at Be Free will include internal product...  
...are available through the Be Free service bureau. For more information, visit the company's website at <http://www.befree.com>.

CONTACT: Be Free, Inc.  
Patricia Travaline  
(508) 357-8888  
ptravaline...

#### ...MANAGEMENT CHANGES

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12/K/9 (Item 1 from file: 624)  
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#### TEXT:

... especially at this time of year. In fact, I don't even much like shopping online: Web delays can make the server seem as slow as the mall. About the best...

... designed to scour the Web for the best prices on all sorts of goods, making online bargain hunting painless. Alas, this turns out to be another case where the hype is...

... out three automated shopping services. mySimon is brand new and offers service through its own Web site, [www.mysimon.com](http://www.mysimon.com). Junglee and Jango are more established, and they power the shopping services...

...engines.

For example, I chose a 27-inch Sony TV, Model KV-27V22 available from online electronics dealer 800.com ([www.800.com](http://www.800.com)) for \$489.95. None of the agents found...

... anywhere else. mySimon did best, finding the fairly similar Model KV-27V40 at Best Buy Online ([www.bestbuy.com](http://www.bestbuy.com)) for \$499. The closest Junglee and Jango came was the KV-27V40...

...well-known makes came up empty.

KitchenAid mixers are favorites of serious cooks, and Appliances On Line ([www.appliances.com](http://www.appliances.com)) offers the Model K45ss Classic for \$175. Neither Jango nor mySimon offer...

... Invention System (BW--Oct. 12) posed more of a challenge. I found it at Discovery Channel Online ([www.discovery.com](http://www.discovery.com)) for \$199.95. mySimon didn't locate it at all. Junglee went...

...for \$289.99. Junglee, oddly, found only a women's model, at \$349.99, at Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)). Some facts of Internet life are responsible for these disparate and generally disappointing results. A lot of sites block the bots because online retailers do not want to be searched and listed by price to comparison-shopping services ...

... result is that none of the services delivers on its promise of comprehensive searching.

Meanwhile, online shopping (like its mail- and phone-order cousins) calls for some caution. Read the fine...

... there's a lot of ``gray market'' merchandise that has been imported outside of normal channels, and the products may or may not come with a valid manufacturer's warranty. High...

COMPANY NAMES: Abbey Camera ; Best Buy Online ; BW ; Chips & Bits ; Discovery Channel Online ; F A O Schwarz ; Fogdog Sports ; Wolf Camera

Abstract:

Amazon.com Inc plans to invest in Drugstore.com Inc, an online health and beauty products vendor. The investment provides an indication of the scope of Amazon's marketing vision, which has been expanded to include a range of online service offerings that includes e-commerce services for small businesses. A key trend in the e-commerce market is now seeing traditional retailers making a comeback in the online retailing sector after an initial period when they were at a competitive disadvantage with e-commerce services. Sears has announced it will sell appliances online, leveraging its formidable distribution and service network to combat startups such as Value America.

-

...and beauty-aids market has industry watchers convinced that the list of never-will-sell-online items is down to about zero.

The question now is how many stores besides Amazon...

...that Amazon's appetite is unlimited," said Vernon Keenan, an independent analyst who tracks electronic commerce. Among other projects, Keenan and others say, Amazon is developing its own commerce service for small businesses, which would compete with Yahoo Store and Lycos' intended storefront service...

...SMALL STORES NOT DISCOURAGED

That's not stopping smaller companies from launching their own operations online, of course. Many hope that their businesses will dovetail with initiatives such as Yahoo Shopping...

...some appeal, he said, but most ideas are vulnerable to Amazon or established retailers.

Indeed, online retailers now fear established merchants again, after a honeymoon period when most brick-and-mortar specialists stood back. As online retail spreads away from the staples of books, CDs, videos, and replenishables like underwear, established...

...to acquire last week. "That's Sears."

And Sears has announced it will sell appliances online, leveraging its formidable distribution and service network to combat startups such as Value America, which...

...partners. Home Depot, too, announced a Web store last week.

"We've learned that the Internet is not a costless equalizer of the big and the little," said Erik Gordon, director...

...of an advantage.

Gordon ticked off features of products that will sell well on the Internet, regardless of whether they looked attractive a few years ago, when even direct marketers paid little mind to the new sales channel.

"Anything of standard quality, anything with a relatively low delivery cost (compared to its total...

...incentive to order is lost."

He's working on it. And Amazon is waiting.

search: COMMERCE

#### Assessing Opportunities

A breakdown of U.S. retail market for 1996  
(latest data available) shows huge potential  
in some areas not yet popular online.

\$757B Auto Dealers

\$421B Food Stores

\$250B Department Stores

\$228B Eating & Drinking Places

\$140B Building...

...Misc. Shopping Goods

\$90B Drug & Proprietary

\$44B Catalog & Mail Order

SOURCE: U.S. DEPT. OF COMMERCE, BUREAU OF THE CENSUS

Online Retail:

Who's In It, And Where ...Merchandise

Macy's

Wal-Mart

Sears

Value America

Snug margins, some big tickets, tough sell online.

Food

Peapod

NetGrocer

Habits and delivery are barriers.

Auto Dealers

Auto Web

MSN Carpoint

AutoVantage...

...com

Soma.com

Renewable products. Bad medicine for urgency.

Sporting Goods and Bicycles

Sports Superstore

Fogdog.com

Still at the starting line.

Book Stores

Amazon.com

Barnesandnoble.com

Bookstore wars started...

Product Names:

\*4811520 (Online Services); 4811524 (Teleshopping Services);  
5311000 (Department Stores)

Industry Names:

NAICS Codes:

514191 (On-Line Information Services); 514199 (All Other  
Information Services); 45211 (Department Stores  
)

19990308

12/K/11 (Item 1 from file: 20)

Dialog Global Reporter

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(USE FORMAT 7 OR 9 FOR FULLTEXT)

...Madeleine French Bakery and Cafe, and an upscale restaurant called Mondo's.

WHOLE FOODS GOING ONLINE: Whole Foods Market, the Texas-based natural food superstore that has an outlet in Tempe, is taking its business to the Internet.

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19990225

12/K/12 (Item 2 from file: 20)

Dialog Global Reporter

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(USE FORMAT 7 OR 9 FOR FULLTEXT)

ADVISORY/Fogdog Sports Announces Sporting Goods E-tailing Standards

-

--(BUSINESS WIRE)--

WHAT: Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)), the world's largest

online sporting goods retailer, announces its recommended comprehensive certification criteria for

sporting goods manufacturers evaluating e-commerce opportunities.

WHEN: Friday, February 12, 1999, 4 p.m.

WHO: Tim Harrington, CEO, Fogdog Sports  
Brett Allsop, President, Fogdog International  
Robin Smith, EVP, Retail and Operations, Fogdog

Sports

WHERE: Sporting Goods Manufacturers Association Super Show  
Press Room, Georgia World Congress Center, Atlanta

BACKGROUND: The explosive growth in online commerce and the new

distribution channel it provides has generated a great

deal of interest among sporting goods manufacturers. They have many questions and concerns about their involvement in e-commerce. Few know how to evaluate

Web

partners and sites for legitimacy, quality, product presentation, delivery, customer service, marketing support and other important business issues. Fogdog Sports, the largest and most advanced

online

sporting goods retailer, has developed the industry's first comprehensive set of standards for e-tailing excellence to assist manufacturers as they enter into the e-commerce arena. The company, which offers

more

than 15,000 products from 250 brands in 40 sports, has spent more than three years building the model for e-commerce in the industry.

CONTACT: Fogdog Sports  
Duffy Jennings, 408/615-3531  
650/888-7787 (cell)  
or  
Fineman Associates Public Relations...

19990211

12/K/13 (Item 1 from file: 635)

Business Dateline(R)

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Publication Date: 990225

Text:

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12/K/14 (Item 2 from file: 635)

Business Dateline(R)

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Online retail's year?

Publication Date: 981228

Text:

...via Web in '99

Cara Zanoft and Tom Romary believe 1999 will spark their fledgling online businesses into mainstream retailing.

Both entrepreneurs helped launch separate Internet retail sites in the waning months of 1998, and the new year holds great promise for cybermerchants.

In October, Ms. Zanoft founded Palo Alto-based ArtisanGifts.com, an online retailer of hand-crafted gifts. Mr. Romary, marketing director of Fogdog.com, helped launch the online sporting goods retailer in November.

Their reasons are based on timing. Buoyed by strong holiday sales in December, 1999 is expected to see the biggest boom in online retailing since the Internet became a household word in 1994.

While still in its infant stage, online retailing has been growing at a rate of 200 percent a year. The top 10 publicly traded online retailers have experienced year-to-year revenue growth in excess of 160 percent, according to...

...Consulting Group for Shop.org, an industry trade group.



(Table Omitted)

Captioned as: Top 10 online retailers

From about \$2.3 billion spent via the Internet in 1997, consumers pumped more...

...though this holiday we are going mainstream."

As another indicator of the groundswell, Seattle-based online bookseller Amazon.com reported four times as many orders from midnight to noon Nov. 27...

...period a year ago.

And a Seattle neighbor smelled the aroma of an additional retail channel: In October, Starbucks Coffee Co. launched a Web site for retailing coffee and its other products.

Heidi Wells, project manager for Starbucks Online, said the company believed the timing was right to enter the Internet arena before the beginning of the year.

"My personal belief is online retailing is going to change the way consumers purchase goods and services," Ms. Wells said...

...from here."

Traditional, well-known retailers including Starbucks, The Gap and Eddie Bauer have added online components to their mainstream brick-and-mortar locations in part because of a changing dynamic...

...firm Jupiter Communications Inc. estimates, the final tally will show consumers spent \$2.3 billion online between Thanksgiving and Christmas. That would be more than twice the \$1.1 billion spent during the same four weeks in 1997.

The Boston study notes that online sales still represent only about 1 percent of total retail sales nationwide, but Ms. Zanoft fully expects a genuine emergence of online retailing during the next three to five years.

So do investors.

Amazon.com's shares...

...on development and acquisition costs that it has yet to show a profit.

The advantage online retailers have over catalog and brick-and-mortar stores is the flexibility and immediacy of...

...be impossible to operate a 3 million-title bookstore in any medium other

than the Internet.

Likewise, Ms. Zanoft said she's able to provide consumers with a real-time menu...

...hand crafted works.

"If an artist sells out, I can just pull it off the Web site until I receive more shipments," she said.

And then there's the reach of the Internet.

Mr. Romary and Ms. Zanoft both said they couldn't establish such a national and international reach anywhere except the Internet.

"There's huge capital constraints in rolling out a sporting goods empire," Mr. Romary said...

...than the book and music industries combined. With no inventory and relatively low operating costs, Fogdog can realize a national audience.

Similarly, online retailers aren't bound by geographic restrictions. Ms. Zanoft said if she opened a shop...

...radius. Now, she said, she's receiving orders from customers across the country.

Still, budding online retailers will have to battle a dismally low purchase rate going into 1999. According to the Boston research, a mere 5 percent of first-time visitors to online retail sites actually become customers, and only 1.6 percent of all visits result in...

...about shooting their credit card numbers through cyberspace.

Nicole Vanderbilt, director of Jupiter Communications' digital commerce strategies group, said one big challenge will be to turn self-buyers into gift buyers. Only 16 percent of online purchases are gift-related, representing a huge untapped revenue stream-one that retailers such as...

Descriptors: Electronic commerce;

Named Persons:

12/K/15 (Item 1 from file: 492)

Arizona Repub/Phoenix Gaz

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990225

? ts12/7/11

12/7/11 (Item 1 from file: 20)  
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04460986 (THIS IS THE FULLTEXT)  
The Arizona Republic Retail Briefs Column

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS ( ARIZONA REPUBLIC)  
February 25, 1999

The pieces of the puzzle are starting to fall into place at The Promenade, a \$100 million outdoor shopping center to be built in north Scottsdale.

The Pederson Group, the Phoenix company developing the center, had confirmed that it had snared one of Sears' new Great Indoors home stores as an anchor of the 860,000-square-foot center, which is scheduled to open

early next year at the southeast corner of Scottsdale Road and Frank Lloyd Wright Boulevard.

This week, Pederson confirmed that Lowe's Home Improvement, Cost Plus, PetSmart, OfficeMax and K-B Toys also will be among the center's tenants. They join Great Indoors at the east end of the center.

A two-story, 150,000-square-foot structure called the Lifestyle Center will make up the west side of the property. Gap fans should find something to like there, with a mainline Gap store joining GapKids, babyGap, and GapBody, a new Gap store that sells candles, scents, body lotions, loungewear, sleepwear and bed and bath items like sheets and towels.

Gap's other two concepts, Old Navy and Banana Republic, also will have stores in the center. Other tenants are: the White House/Black Market, which sells women's resort apparel in black and white; Traditions, a women's apparel store, and men's sportswear seller Casuali's.

The center also will feature the Prestige Collections gift store, Ambassador Cigars, Michael's, the Ulta 3 cosmetics store and the Zany Brainy educational store.

Restaurants include Gordon Biersch, TGI Friday's, the Redfish Seafood Kitchen, la Madeleine French Bakery and Cafe, and an upscale restaurant called Mondo's.

WHOLE FOODS GOING ONLINE: Whole Foods Market, the Texas-based natural food superstore that has an outlet in Tempe, is taking its business to the Internet.

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Whole Foods expects to start selling high-end perishables like fish online sometime this summer. Regular delivery for non-perishables is four to five days, with overnight delivery extra. Perishables will be

shipped overnight.

In-store promotion of the site starts April 12. Whole Foods said that 90 percent of the time prices will be lower than in its stores, even after shipping is included.

Whole Foods says it doesn't mind if its Net store competes with its brick and mortar operations.

"The company feels that e-commerce is a trend we have to deal with," said John Fischer, director of marketing for the online store. "We are defending our turf as the largest purveyor of natural and organic food. If we squabble among ourselves on channel conflict, someone else will enter this market and we will be sorry later."

**NEW CLUB DISNEY OPENS:** Club Disney has opened its second Valley location in Glendale, offering kids a taste of the Disney experience without a trip to a theme park.

The club at 7580 W. Bell Road opened Saturday near Arrowhead Towne Center. The 20,000-square-foot facility is for kids 10 and under and their parents and features arts and crafts, a climbing and sliding activity center, an interactive computer room, a fantasy fashion show of Disney characters, a cafe and a gift shop.

The other Valley Club Disney opened in December at 6919 E. Ray Road in Chandler. The Arizona stores were the first outside of California for Disney.

**WEB SITE OF THE WEEK:** Looking for some new baseball gear for yourself or a youngster hooked on the game? Check out Fogdog Sports at [www.fogdog.com](http://www.fogdog.com) and its new baseball store. It carries more than 200 mitts and gloves, 53 kinds of baseballs and more than 75 styles of bats plus shirts, cleats, jackets, uniforms and tips on how to break in and take care of all that new stuff.

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Set	Items	Description
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S1	4169	S FOGDOG
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S2	3994	S S1 AND (ONLINE OR ON-LINE OR INTERNET OR WEB-SITE OR WEBSITE OR (WEB(W)(SITE OR PAGE)) OR COMMERCE OR E-COMMERCE OR ECOMMERCE OR (ON(W)LINE))
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S3	61830635	S PD<19990317
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S4	119	S S2 AND S3
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S5	28	S S4 AND (PROFIT??? OR MARKUP OR MARK-UP OR COST???)
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S6	10	RD (unique items)
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S7 16 S S4 AND (AFFILIATE OR AFFILIATES OR AFFILIATION OR AFFILIATIONS)  
S8 36 S S5 OR S7  
S9 13 RD (unique items)  
S10 12 S S4 AND (CONFLICT??? OR PROTECT??? OR BYPASS??? OR BY-PASS???)  
S11 32 S S4 AND (CHANNEL??? OR CONFLICT??? OR PROTECT??? OR BYPASS??? OR BY-PASS???)  
S12 15 RD (unique items)

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17/K/1 (Item 1 from file: 20)

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(USE FORMAT 7 OR 9 FOR FULLTEXT)

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Business Dateline(R)

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Publication Date: 990225

Text:

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17/K/3 (Item 1 from file: 492)  
Arizona Repub/Phoenix Gaz  
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S3	61830635	S PD<19990317
S4	119	S S2 AND S3
S5	28	S S4 AND (PROFIT??? OR MARKUP OR MARK-UP OR COST???)
S6	10	RD (unique items)
S7	16	S S4 AND (AFFILIATE OR AFFILIATES OR AFFILIATION OR AFFILIATIONS)
S8	36	S S5 OR S7
S9	13	RD (unique items)
S10	12	S S4 AND (CONFLICT??? OR PROTECT??? OR BYPASS??? OR BY-PASS???)
S11	32	S S4 AND (CHANNEL??? OR CONFLICT??? OR PROTECT??? OR BYPASS??? OR BY-PASS???)



S12 15 RD (unique items)  
S13 22947 S ((CHANNEL OR DISTRIBUTION)(5N)(BYPASS??? OR CONFLICT???))  
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18/7/1 (Item 1 from file: 16)

Gale Group PROMT(R)

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01949474 Supplier Number: 42491250 (THIS IS THE FULLTEXT)

Recent IPOs:Centigram Communications

Venture Capital Journal , v 31 , n 11 , p N/A

Nov , 1991

Text:

Centigram Communications Corp. offered 1.8 million shares of stock on October 10, 1.2 million from the company and 600,000 from selling shareholders. The price was \$10.75 per share. Montgomery Securities and Smith Barney, Harris Upham & Co. co-managed the issue.

Proceeds from the offering will be used for general corporate purposes and for purchases of capital equipment, primarily to expand its manufacturing, engineering and customer support operations. Some of the proceeds will go to repay debt and pay dividends to certain shareholders.

Centigram designs, manufactures and markets audio information processing systems that allow the touch-tone telephone to be used as a communications workstation. The systems permit users to access and interact with voice, text, data and facsimile applications, including voice messaging and interactive voice response (for interaction with computer databases). The company recently started shipping OneCall, an applications

software product that permits users to access voice, fax and E-mail messages and to retrieve and update information in computer databases via a single phone call.

The company's distribution strategy is to provide broad market coverage while limiting channel conflict between its direct sales force and its distributors. Centigram sells to institutional and corporate end users through a network of distributors including Ameritech Information Systems, BellSouth Communication Systems, Fujitsu Business Communication Systems, Mitel, PacTel Meridian Systems and Wiltel Communication Systems Inc. It sells directly to regional Bell operating companies, such as NYNEX and BellSouth, and to large independent telephone companies.

Centigram, in its most recent form, was founded in 1991. It is the successor to a company founded in 1980.

Among the venture investors in Centigram are Transtech Ventures, Wind Point Partners, Norwest Growth Fund, BCE Venture Capital, North Star Ventures, R.W. Allsop & Associates, Technology Funding Secured

Investors, Doan Associates, and Continental Capital Ventures.

Esmond T. Goei, a director of Transtech Venture Management Pte. Ltd., is chairman of the board and a director of the company. James H. Boyle, formerly manager of venture capital for Northern Telecom, is also a director.

TABLE AVAILABLE IN HARDCOPY - Centigram Communications, Corp.  
-Selected financials - (in thousands except per share amounts)

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4786365 CHANNEL

2931860 CHANNELS

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30 S20

61830635 S3

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>>>W: Duplicate detection is not supported for File 348.

Duplicate detection is not supported for File 349.

Duplicate detection is not supported for File 347.

Records from unsupported files will be retained in the RD set.

S22 10 RD (UNIQUE ITEMS)

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10/K/1 (Item 1 from file: 15)

ABI/Inform(R)

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#### Abstract:

For the past 3 years, Sports Superstore Online (SSO) - the online retail operations of ShopSports, a division of Copeland's - has quietly built a sophisticated online empire. Today consumers can find SSO everywhere - from America Online and Microsoft Shopping Network to Yahoo! Store not to mention their own independent site on the Internet. Considered a completely separate brand from Copeland's, Sports Superstore Online offers a far different array of products than its brick-and-mortar retail parent. While Copeland's is a regionally established name, SSO has sought out the global online market. SSO prides itself on turning around customer order in hours as opposed to days.

#### Text:

...shrewd retailer, though, was way beyond the pack. For the past three years, Sports Superstore Online (SSO)-the online retail

operations of ShopSports, a division of Copeland's--has quietly built a sophisticated online empire. Today consumers can find SSO everywhere--from America Online and Microsoft Shopping Network to Yahoo! Store not to mention their own independent site on the Internet.

With such a vast empire, it's no wonder AOL sought out SSO as it...  
...we've capitalized on our early lead to reinforce our stronghold in the rapidly evolving ecommerce race."

Fialho also said that SSO has done better than expected based on forecasts set three years ago. "AOL relied on us for sports mix; we relied on them for online users."

That reliance has paid off. According to the November 9, 1998 issue of Business Week, AOL currently sports 14 million subscribers, making it the largest Internet service provider in the world. With the recent acquisition of Netscape and its Netcenter Internet site of nine million registered users, AOL is now the numberone Web portal (i.e...

...starting their Web treks) on the Net. Business Week claimed the joint venture tying America Online and Netscape has transformed AOL into the most potentially dangerous rival to Microsoft.

"When you...

...Net, with 50 percent more visitors than its closest rival, Yahoo!," said Kate Delhagen of Internet research company Forrester Group.

John W. Sidgmore, vice-chairman of MCI WorldCom, a supplier of Internet "backbone" service agreed. "When a company with close to half of consumer Internet users embraces e-commerce with such a huge move, this could be the catalyst that could finally make e-commerce take off," he said.

#### WILD CHILD

All this growth at AOL puts SSO in the epicenter of a major e-commerce cyberquake. Considered a completely separate brand from Copeland's, Sports Superstore Online offers a far different array of products than its brick-andmortar retail parent.

While Copeland's is a regionallyestablished name, SSO has sought out the global online market.

According to Fialho, the objective at SSO is to create a completely different brand identity by clearly communicating the mission: to be a "sports superstore online." He noted the name is simple to remember and easy to type into any search engine or browser--both critical factors to the Web shopper. "Online consumers are looking for totally different things," he said. "They shop and behave differently, so...

...and pro-licensed goods to capture broader consumer appeal. Interestingly, Copeland's hosts its own Web site, [www.copelandsports.com](http://www.copelandsports.com), which reinforces the chain's regional identity while maintaining the look and feel local shoppers know and trust.

Fialho noted a common misperception about online commerce is that price is the key differentiator between Web retailers. Rather, delivery is the lynchpin...

...to detail has earned SSO the prestigious AOL Certified Merchant designation. This translates to extra protection for the online buyer when doing business with an AOL retail site, including a money-back guarantee and credit card fraud protection from AOL in addition to any policies enacted by the merchant. SEASONAL DRAW

So what are all those AOL shoppers buying on the Internet? Fialho said golf is an extremely popular category for SSO shoppers, followed by athletic footwear...

...for the Holidays. According to Reuters, nearly 31 million consumers—54.5 percent of all Internet users—traveled to America Online websites in December. This number outpaced its nearest competitor, Microsoft, by over six percent, according...

...percent from a year ago, according to Business Week.. Want to hear more from leading online retailers? Plan to attend the NSGA Management Conference, May 16-19, at the Hyatt Regency Hilton Head. An Internet panel composed of SSO's Fialho, Tim Harrington of Fogdog Sports, Jim Medalia of Justballs.com and myself, will share our experiences and future visions for e-commerce. Join us for an "insiteful" discussion, sponsored by SGB. 0

(Illustration Omitted)

(Illustration Omitted)

Sidebar:

ports Superstore Online <http://www.sportssuper.com>  
<http://www.shopsports.com> AOL Keyword: ShopSports

Sidebar:

Copeland's Sports

<http://www.topelandsports.com>

Sidebar:

America Online <http://www.aol.com>  
Author Affiliation:

By Kellee "Sparky" Harris, Contributing Editor

Author Affiliation:

Kellee...

Company Names:

Sports Superstore Online

Company Names:

Descriptors:

...Electronic commerce; ...

...Online information services

Classification Codes:

10/K/2 (Item 1 from file: 810)

Business Wire

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**CA FOGDOG SPORTS Play Ball! But First Gear up Online; Fogdog Sports Launches Web Baseball Store, Stocked With 1,000 Items, in Time for Spring Training**

...heat it up for a few minutes. What have you got? A hot tip ... from Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)), the world's largest online sporting goods retailer, on how to break in a baseball glove.

At Fogdog's new baseball store, players will find the latest baseball gear along with tips from...

...just a click away.

"With a confusing array of sporting goods options in the marketplace, Fogdog helps consumers hone in on the baseball products right for them," said Fogdog Sports CEO Tim Harrington. "You just can't find this type of professional advice and...

...a secure, consumer-friendly environment without leaving your home or office, is an added bonus."

Fogdog's new baseball store is jam-packed with everything from footwear to warm-ups to protective equipment and sports medicine.

Online

shoppers will find a broad selection and inventory of products designed for players of all...

...Easton

-- More than 77 baseball bats -- includes aluminum/metal, fungo, warm-up and wood

Additionally, Fogdog sports consultants advise shoppers and browsers on picking the right glove, ways to break the...

...solicits and features tried-and-true approaches to glove maintenance from real-life baseball enthusiasts.

Fogdog Sports is the world's only single source for buying virtually any sports or outdoor product, anytime, anywhere. Online shoppers at Fogdog Sports can shop by brand, product category or keyword search and select from more than...

...offering the broadest selection of quality products in all sports, top brands and expert advice, Fogdog Sports makes it easy to buy the right products at competitive prices with guaranteed safe checkout procedures.

For more information, contact: Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)),  
3031 Tisch Way, 100 Plaza East, San Jose, CA 95128. Phone:  
408/261-6222; Fax: 408/261-6226.

CONTACT: Fogdog Sports  
Duffy Jennings, 408/615-3531  
[duffy@fogdog.com](mailto:duffy@fogdog.com)  
or  
Fineman Associates Public Relations  
Heidi White/Lori Denaro, 415/777-6933  
[hwhite@finemanpr.com](mailto:hwhite@finemanpr.com)

KEYWORD: CALIFORNIA

INDUSTRY KEYWORD: SPORTS RETAIL INTERACTIVE/MULTIMEDIA/INTERNET  
COMED PRODUCT

Today's News On The Net - Business Wire's full file on the Internet  
with Hyperlinks to your home page.  
URL: <http://www.businesswire.com>

>

10/K/3 (Item 2 from file: 810)

Business Wire

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...MEADOWCRAFT) (MWI) BIRMINGHAM, Ala.--Meadowcraft, Inc.

Announces Preliminary Second Quarter Results (BW0531 22:02)

(IL-INTERNET-ENT.-GROUP) CHICAGO--Honk If You Love Sex; Racy

Billboard from clublove.com Stops Traffic...

...Eligibility Verification (BW0006 05:00)  
(CA-INTERACTIVE-BUS-CH) IRVINE, Calif.--IBC Investment Opinion on  
Internet Deal Activity (BW0007 05:01)  
(NV-GOLDEN-EAGLE-INTL) LAS VEGAS--Golden Eagle Announces  
Investment...

...Calif.--Aplio Ships Aplio/Phone 2.0, the

World's First H.323-Compliant Standalone Internet  
Phone (BW1006 06:00)  
(TN-MASTER-GRAPHICS) (MAGR) MEMPHIS, Tenn.--Master Graphics  
Reports Record Results...

...Market With Inter-American Development  
Bank (BW0012 06:03)  
(IL-TIGER-ELECTRONICS) NEW YORK--Tiger Protects Furby (BW1012  
06:03)  
(EVANS-SYSTEMS) (EVSI) BAY CITY, Texas--Evans Systems, Inc.  
Reports Net...end Results (BW1049 07:32)  
(CA-NETGATEWAY) (NGWY) LONG BEACH, Calif.--Netgateway Selected to  
Provide eCommerce Services to Center for the International Trade  
Development Membership - CITD's Membership Base Exceeds 350...  
Communications (BW1060 07:58)  
(AZ-CONSYGEN) (CSGI) PHOENIX--Year 2000 Wire/ConSyGen Inc.  
Continues E-Commerce Growth With New Storefront (BW1061 07:58)  
(TX-INTERPHASE) (INPH) DALLAS--Interphase Corporation Reports  
Significant...

...AUSTIN, Texas--GlobeSet Signs Greece's Informer as  
OEM Partner to Provide Region with Secure Internet Payment Solutions  
and Services (BW0033 08:00)  
(CA-HBO/WOMEN-IN-SPORTS) --REMINDER/HBO Hosts...

...ANGELES--Siemens Electric Meter  
Selected for Wireless Meter Reading, View Real-Time Usage over the  
Internet (BW1069 08:01)  
(MA-SPLASHMEDIA) BOSTON--Former RCN, Digital Delivery Executives  
Launch Web Commerce Startup (BW1072 08:01)  
(NY-3DO) (THDO) NEW YORK--The 3DO Company Announces Crusaders of...

...DYNAMICWEB) (DWEB) FAIRFIELD, N.J.--DynamicWeb to be Issued  
Patent for "Order Entry System for Internet" (BW1071 08:01)  
(CA-IMALL/STUFF-COM) (IMAL) SANTA MONICA, Calif.--MALL'S Stuff.com...

...New Vice President of Merchandise Purchasing & Testing of  
Diamonds and Gemstones (BW1075 08:02)  
(GA-FOGDOG-SPORTS) --ADVISORY/Fogdog  
Sports Announces Sporting  
Goods E-tailing Standards (BW1076 08:02)



(ID-HECLA-MINING) (HL) COEUR...

...Stage Capital Leads

\$2.5 Million Round for US CareLink; First Round of Financing to  
Internet-Based Disease Management Information Company (BW1083 08:04)  
(CA-ADVANCED-MICRO-DEV) (AMD) SUNNYVALE, Calif...

...Services for

Fireman's Fund Insurance Company (BW1082 08:04)  
(CA-IP-EQUITY) SAN DIEGO--Internet Stock News Gives Away Free  
Real Time Stock Quotes & Offers Internet  
IPO's to the General Public  
(BW0041 08:05)  
(MN-ELIANCE-CORP) MINNEAPOLIS--Eliance Chosen...BW1091 08:06)  
(VA-INTEGRATED-HEALTHCARE) (IGHS) RESTON, Va.--Integrated  
Healthcare Systems Embarks on New Internet Based State-Wide Hospital  
Risk and Quality Management System (BW1092 08:07)  
(KY-TRICON-GLOBAL...

...Andrall Pearson,

Chairman and CEO of Tricon and logos is available on Business Wire's  
Web Site (BW1095 08:07)  
(VA-HILB-ROGAL-HAMILTON) (HRH) RICHMOND, Va.--Hilb, Rogal and  
Hamilton Company...

...FEDERATED/FINGERHUT) (FD) CINCINNATI--FHT) Federated to  
Acquire Fingerhut; Acquisition to Strengthen/Complement Catalog and  
Internet Businesses (BW1098 08:08)  
(IL-MCWHORTER-TECH) (MWT) CARPENTERSVILLE, Ill.--McWhorter  
Technologies, Inc. Reports Earnings...

...16)

(WY-DATA-BROADCASTING) (DBCC) JACKSON, Wyo.--Data Broadcasting  
Reports Results for Second Fiscal Quarter; Internet  
Subscriber Growth  
Accelerates (BW0047 08:16)  
(CA-VSDA/TOP-VIDEOS) --The Video Software Dealers Association...

...Constellation (BW1122  
08:28)

(FL-HIGH-SPEED-NET-SOLS) (HSNS) NEW YORK--Unique, Affordable 3D  
Internet  
Software to be Released in May by High Speed Net Solutions &  
Summus Ltd. (BW1123 08...

...Distributors' Credit Line by 33% (BW0050 08:30)

(PA-WEST-COAST-ENTERTAINM) (WCEC) PHILADELPHIA--E-commerce Site  
@Moviebuff.com Key to West Coast Video Growth Strategy (BW1126 08:30)  
(CA-GTC...

10/K/4 (Item 3 from file: 810)

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...MEADOWCRAFT)(MWI) BIRMINGHAM, Ala.--Meadowcraft, Inc.

Announces Preliminary Second Quarter Results (BW0531 22:02)

(IL-INTERNET-ENT.-GROUP) CHICAGO--Honk If You Love Sex; Racy  
Billboard from clublove.com Stops Traffic...

...Eligibility Verification (BW0006 05:00)

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...AUSTIN, Texas--GlobeSet Signs Greece's Informer as  
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(GA-FOGDOG-SPORTS) --ADVISORY/Fogdog  
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Goods E-tailing Standards (BW1076 08:02)  
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(VA-HILB-ROGAL-HAMILTON)(HRH) RICHMOND, Va.--Hilb, Rogal and  
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10/K/5 (Item 4 from file: 810)

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...PT)

ALL TIMES OFF IN EASTERN STANDARD TIME  
12/24 transmissions  
(IP-EQUITY) SAN DIEGO--Internet Stock News Announces the  
Availability of Its FREE Internet Stock Newsletter as Well as Free  
Real-Time Quotes and Information (BW0061 20:21)  
12...

...Fla.--Nine Players win \$31,557 Top  
Prize in FANTASY 5 (BW0003 9:22)  
(PROFILE/INTERNET.COM) Corporate Profile for internet  
.com (BW0004  
10:13)  
(MILBERG-WEISS) SAN DIEGO--Announces Class Periods For Purchasers  
of KTEL...

...28 transmissions  
(STRAIGHT-UP) SAN DIEGO--Straight UP! Reveals New Release at the  
"Measuring & Improving Internet  
Marketing" Show; Straight UP! Takes  
the Mystery out of Internet Marketing (BW0001 03:00)  
(FLASHCOM) WESTMINSTER, Calif.--Flashcom Expands Nationwide DSL  
Service Into Detroit Area...

...Encoding Gear (BW0005 05:57)  
(MEDSEEK/MOSES-CONE) SANTA BARBARA, Calif.--Moses Cone Health  
System Online: Building a Place for Community Service on the World  
Wide Web (BW1001 06:02)  
(ADPAC) SAN FRANCISCO--Web Site  
First to Track the Euro's Effects  
On U.S. Corporations; Complicated euro conversion makes...

...MacObserver -- Daily Mac magazine joins  
exclusive MacAddict Network (BW1004 07:01)

(SKYMALL)(SKYM) PHOENIX--SkyMall Internet Sales Up 600 Percent  
(BW1005 07:02)

(BUSINESS-WIRE-GLOBAL) --ADVISORY/Business Wire Global  
Conference...

...BW0009 08:00)

(TORRENT) SILVER SPRING, Md.--Torrent Networking Technologies  
Unveils Industry's Highest Density Internet Aggregation Solution  
(BW1018 08:01)

(FRITZ-COMPANIES)(FRTZ) SAN FRANCISCO--Fritz Companies Brings  
Fritz-class...

...BW1021 08:02)

(DIMENSION-DATA/IBM) SAN FRANCISCO--Dimension Data Teams With IBM  
To Deliver Internet-Enabled Analytic Applications (BW1022 08:02)

(GIGABIT-ETHERNET-ALLIANCE) PALO ALTO, Calif.--Sponsor Ballot  
Opened...Publications, Partners, and Global Enterprise  
Customers for Innovative Middleware Solutions (BW1039 08:57)

(BUENA-VISTA-INTERNET)(DIS) BURBANK, Calif.--Larry Shapiro Named  
Senior Vice President, Business and Legal Affairs, at Buena Vista

Internet Group (BW1040 08:59)

(PITNEY-BOWES)(PBI) STAMFORD, Conn.--Suti Prakash Receives Direct  
Mail Association...

...Receives a Multimillion Dollar Order From the Israeli  
Ministry of Defense; New Perimeter Security System Protects Israel's  
Borders (BW1047 09:01)

(DEPT-VET-AFFAIRS)(DEPTV) --REMINDER/103-Year-Old Woman...  
San Francisco, January 5-8  
(BW1101 11:15)

(EDUVERSE)(EDUV) RENO--EDUVERSE to Become the Internet's  
Leading Provider of English Language Training With Signing of Marketing  
Alliance (BW0033 11:16...

...BW0036 11:40)

(ASTROLOGY.NET) SAN FRANCISCO--Chart a Great New Year With  
Astrology.Net; Internet's Most Popular Astrology Destination Offers  
Free 1999 Horoscopes plus Fully Personalized Forecasts (BW1106 11...

...SOFTLINK)(SFLK) SANTA CLARA, Calif.--Establishes VoiceLink in  
Latin America -- the World's Fastest Growing Internet Communications  
Market (BW0042 12:15)

(MADAH-COM-INC) NEW YORK--New WAVES Technology Will Give...  
Purchasers of Schick Technologies, Inc., Common Stock  
(BW0050 12:59)

(KORBEL-CHAMPAGNE) LOS ANGELES--Sparkles Online (BW0051 13:00)  
(CQN-GENERAL-MAGIC)(GMGC)--General Magic Corrects and  
Replaces the Fifth Graph...

...s Western Timberlands Operations (BW0056 13:36)

(ENACON) CHINO, Calif.--Enacon Delivers Easy and Convenient

Online Catalog for Educational and How-To Resources (BW1130 13:37)  
(A.M.-BEST) OLDWICK, N...

...Timberlands Operations (BW0056 14:06)  
(MEDICONCONSULT.COM) (MCNS) --ADVISORY/'Help Me! I Hurt' - a Live  
On-Line Event On Coping With Chronic Pain (BW0063 14:09)  
(FOGDOG-SPORTS) SAN JOSE, Calif.--Fogdog Sports' Holiday  
Traffic, Sales Shatter Expectations (BW0064 14:10)  
(FOGDOG-SPORTS) SAN JOSE, Calif.--Fogdog  
Sports' Holiday Traffic,  
Sales Shatter Expectations (BW0064 14:11)  
(INTUIT/ELECTRIC-INSURANC) (INTU) MOUNTAIN VIEW, Calif.-- Electric  
Insurance Joins Intuit's Quicken InsureMarket Offering Online Auto  
Policies in 6 States (BW1138 14:25)  
(WESTERGAARD/WAINWRIGHT) (WSYS) NEW YORK--Investment Banker D.  
Walker Wainwright Joins Westergaard Online Systems As Executive Vice  
President To Direct WBNcyberStation Licensing Program (BW1139 14:26)  
(WESTERGAARD/WAINWRIGHT) (WSYS) NEW YORK--Investment Banker D.  
Walker Wainwright Joins Westergaard Online Systems As Executive Vice  
President To Direct WBNcyberStation Licensing Program (BW0066 14:29)  
(ROSLYN-BANCORP...

...BW1141 14:43)  
(WESTERGAARD/WAINWRIGHT) (WSYS) NEW YORK--Investment Banker D.  
Walker Wainwright Joins Westergaard Online Systems As Executive Vice  
President To Direct WBNcyberStation Licensing Program (BW1139 14:46)  
(INTUIT/ELECTRIC-INSURANC) (INTU) MOUNTAIN VIEW, Calif.-- Electric  
Insurance Joins Intuit's Quicken InsureMarket Offering Online Auto  
Policies in 6 States (BW1138 14:47)  
(20TH-CENTURY-INSUR) (TW) WOODLAND HILLS, Calif...

...Live via Satellite (BW0075 14:54)  
(NFL/PAT-SUMMERALL-SHOW) (FBN) NEW YORK--Fox Sports Online  
's "Pat  
Summerall Show" Announces This Weeks Guests (BW1144 14:54)  
(AIRCELL) LOUISVILLE, Colo.--FCC...

...INTUIT/ELECTRIC-INSURANC) (INTU) MOUNTAIN VIEW, Calif.--Electric  
Insurance Joins Intuit's Quicken InsureMarket Offering Online Auto  
Policies in

10/K/6 (Item 5 from file: 810)

Business Wire

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## FOGDOG SPORTS Fogdog Sports Adds New Touch to Cyberspace: the Human Touch

SAN JOSE, Calif.--(BUSINESS WIRE)--Dec. 14, 1998--

'Fogdog Search Squad' Will Shop Till They Drop For Customers

Site Also Adds Better Business Bureau Online Privacy Protection

In a move that could start a refreshing trend, a major online retailer has added a new touch to cyberspace shopping: the human touch. Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)), the world's largest online sporting goods store, has created a team of professional personal shoppers determined to find customers what they want, no matter what it takes.

Called the Fogdog Search Squad, members are trained sports consultants who attempt to locate any available product, anywhere, for a customer, whether Fogdog Sports carries it or not. The Search Squad can be contacted by email anytime through the site or by writing to: [search@fogdog.com](mailto:search@fogdog.com). Customers are notified of the search progress within two business days.

"People shop online because it's fast, convenient and hassle-free, all of which is especially apparent during the holiday season," Fogdog Sports CEO Tim Harrington said, adding that Fogdog Sports' holiday sales are up four times over its fall figures.

"We're taking service...

...level and backing up our promise to deliver the best selection in sporting goods anywhere - online or off. We want every shopping experience on our site to delight and please our...

...even if it means we have to leave our site to find the perfect item."

Fogdog

Sports offers shoppers top brands in all sports, thousands of products, expert advice, personal shopping...

...free shipping for the holidays. It is also now certified by the Better Business Bureau Online privacy seal program that further protects customers' vital information.

Unusual Gift Ideas

Fogdog Sports has an array of holiday gift suggestions, techno gadgets and stocking stuffers for men...

...and

the \$229 MPN 1400 Select Scope, which offers 1.7x magnification for night vision.

Fogdog Sports carries some 60,000 items from more than 250 top manufacturers, including adidas, Airwalk, Callaway, Mizuno, Nike, Rawlings, Reebok, Taylor Made, and The North Face.

Fogdog, A Ray of Light

"The dictionary defines 'fogdog' as the ray of light sometimes seen burning through fog," Harrington said. "At Fogdog Sports, it means we promise to guide you through the vast world of sporting goods...

...another ray providing our customers with easy, stress-free shopping."

At the site, visitors to Fogdog Sports will find thousands of new brand-name products, smooth navigation and easy purchase procedures...

...time Miss Olympia, author and TV fitness host Cory Everson.

Credit Card Guarantee, Free Shipping

Fogdog Sports protects customer credit card numbers with state-of-the-art secure server software and a 100 percent guarantee against fraudulent use.

No Fogdog

Sports customer has ever experienced misuse of a credit card, but should it occur the...

...card holder

liable for fraudulent charges.

As a special promotion during the holiday shopping season, Fogdog

Sports is offering free ground shipping on United States purchases through December 31.

About Fogdog Sports

Fogdog Sports, which leads the online category in the \$150 billion-a-year retail sporting goods industry, has received venture capital funding from J.H. Whitney and Co. and Draper Fisher Jurvetson. For more information, contact: Fogdog Sports (www.fogdog.com), 3031 Tisch Way, 100 Plaza East, San Jose, CA 95128; Phone: 408.261.6222; Fax: 408.261.6226.

CONTACT: Fogdog Sports  
Duffy Jennings, 408/615-3531  
duffy@fogdog.com  
or  
A&R Partners  
Ron Kalb, 650/363-0982  
rkalb@arpartners.com

KEYWORD: CALIFORNIA

INDUSTRY KEYWORD: SPORTS COMPUTERS/ELECTRONICS COMED  
INTERACTIVE/MULTIMEDIA/INTERNET

KEY: APRFXB

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with Hyperlinks to your home page.  
URL: <http://www.businesswire.com>



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10/K/7 (Item 6 from file: 810)

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...Million Lawsuit Against Lawyer for Alleged Sexual Assault  
and Rape of Client (BW0198 11:01)  
(INTERNET-SECURITY-SYSTEM)(ISSX) ATLANTA--ISS Announces  
Strategic Security Alliance with Compaq (BW1294 11:01)  
(XEIKON...

...Information; Strategic Alliance to Serve the  
Brokerage Community (BW1298 11:09)  
(THOMSON&THOMSON)(TOC.) BOSTON--Protecting Your  
Online  
Identity; Thomson & Thomson's namestake.com Partners with register.com  
To Provide Trademark Searches on...

...Easy  
Installation (BW1314 11:33)  
(INNOMEDIA) SANTA CLARA, Calif.--InnoMedia Offers Starter  
Kit for InfoGate Internet Gateway; Two-unit package costs \$6,495,  
facilitating low-cost adoption of VoIP (BW0219 11...37)  
(COMPAQ)(CPQ) HOUSTON--Compaq Cuts Prices Up to 17% on Popular  
and Powerful Presario Internet  
PCs; Some Models up to 211% Faster Than  
Competition (BW0222 11:38)  
(MADGE-NETWORKS)(MADGF...

...IONA Technologies  
Announces Interoperability Between Enterprise Middleware and Oracle8i,  
The World's First Database for Internet Computing (BW1334 11:59)  
(SPORTSITE.COM/FOGDOG) --ADVISORY/Event: Zamboni Drag Race  
Celebrates Fogdog Sports Name Change; Tree, Oski Grudge Race to End  
with Donation to Guardsmen (BW0230 12...

10/K/8 (Item 1 from file: 20)

Dialog Global Reporter

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(USE FORMAT 7 OR 9 FOR FULLTEXT)

...Madeleine French Bakery and Cafe, and an upscale restaurant called Mondo's.

WHOLE FOODS GOING ONLINE: Whole Foods Market, the Texas-based natural food superstore that has an outlet in Tempe, is taking its business to the Internet.

An electronic commerce subsidiary called WholeFoods.com is scheduled to launch March 22, offering about 6,000 products...

...products will be added later, and the company said it plans to aggressively discount its online merchandise.

Whole Foods expects to start selling high-end perishables like fish online sometime this summer. Regular delivery for non-perishables is four to five days, with overnight...

...its Net store competes with its brick and mortar operations.

"The company feels that e-commerce is a trend we have to deal with," said John Fischer, director of marketing for the online store. "We are defending our turf as the largest purveyor of natural and organic food. If we squabble among ourselves on channel

conflict,

someone else will enter this market and we will be sorry later."

NEW CLUB DISNEY...

...Ray Road in Chandler. The Arizona stores were the first outside of California for Disney.

WEB SITE OF THE WEEK: Looking for some new baseball gear for yourself or a youngster hooked on the game? Check out Fogdog Sports at [www.fogdog.com](http://www.fogdog.com) and its new baseball store. It carries more than 200 mitts and gloves, 53...

19990225

10/K/9 (Item 2 from file: 20)

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Play Ball! But First Gear up Online; Fogdog Sports Launches Web Baseball Store, Stocked With 1,000 Items, in Time for Spring Training

-

...heat it up for a few minutes. What have you got? A hot tip ... from Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)), the world's largest

online sporting goods retailer, on how to break in a baseball glove.

At Fogdog's new baseball store, players will find the latest baseball gear along with tips from...

...just a click away.

"With a confusing array of sporting goods options in the marketplace, Fogdog helps consumers hone in on the baseball products right for them," said Fogdog Sports CEO Tim Harrington. "You just can't find this type of professional advice and...

...a secure, consumer-friendly environment without leaving your home or office, is an added bonus."

Fogdog's new baseball store is jam-packed with everything from footwear to warm-ups to protective equipment and sports medicine. Online shoppers will find a broad selection and inventory of products designed for players of all...

...Easton -- More than 77 baseball bats -- includes aluminum/metal, fungo, warm-up and wood

Additionally, Fogdog sports consultants advise shoppers and browsers on picking the right glove, ways to break the...

...solicits and features tried-and-true approaches to glove maintenance from real-life baseball enthusiasts.

Fogdog Sports is the world's only single source for buying virtually any sports or outdoor product, anytime, anywhere. Online shoppers at Fogdog Sports can shop by brand, product category or keyword search and select from more than...

...offering the broadest selection of quality products in all sports, top brands and expert advice, Fogdog Sports makes it easy to buy the right products at competitive prices with guaranteed safe checkout procedures.

For more information, contact: Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)), 3031 Tisch Way, 100 Plaza East, San Jose, CA 95128. Phone: 408/261-6222; Fax: 408/261-6226.

CONTACT: Fogdog Sports  
Duffy Jennings, 408/615-3531  
[duffy@fogdog.com](mailto:duffy@fogdog.com)  
or  
Fineman Associates Public Relations  
Heidi White/Lori Denaro, 415/777-6933  
[hwhite@finemanpr...](mailto:hwhite@finemanpr...)

10/K/10 (Item 3 from file: 20)

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Called the Fogdog Search Squad, members are trained sports consultants who attempt to locate any available product, anywhere, for a customer, whether Fogdog Sports carries it or not. The Search Squad can be contacted by email anytime through the site or by writing to: [search@fogdog.com](mailto:search@fogdog.com). Customers are notified of the search progress within two business days.

"People shop online because it's fast, convenient and hassle-free, all of which is especially apparent during the holiday season," Fogdog Sports CEO Tim Harrington said, adding that Fogdog Sports' holiday sales are up four times over its fall figures.

"We're taking service...

...level and backing up our promise to deliver the best selection in sporting goods anywhere - online or off. We want every shopping experience on our site to delight and please our...

...even if it means we have to leave our site to find the perfect item."

Fogdog Sports offers shoppers top brands in all sports, thousands of products, expert advice, personal shopping...

...free shipping for the holidays. It is also now certified by the Better Business Bureau Online privacy seal program that further protects customers' vital information.

Unusual Gift Ideas

Fogdog Sports has an array of holiday gift suggestions, techno gadgets and stocking stuffers for men...

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Fogdog Sports carries some 60,000 items from more than 250 top manufacturers, including adidas, Airwalk, Callaway, Mizuno, Nike, Rawlings, Reebok, Taylor Made, and The North Face.

Fogdog, A Ray of Light

"The dictionary defines 'fogdog' as the ray of light sometimes seen burning through fog," Harrington said. "At Fogdog Sports, it means we promise to guide you through the vast world of sporting goods...

...another ray providing our customers with easy, stress-free shopping."

At the site, visitors to Fogdog Sports will find thousands of new brand-name products, smooth navigation and easy purchase procedures...

...time Miss Olympia, author and TV fitness host Cory Everson.

Credit Card Guarantee, Free Shipping

Fogdog Sports protects customer credit card numbers with state-of-the-art secure server software and a 100 percent guarantee against fraudulent use.

No Fogdog Sports customer has ever experienced misuse of a credit card, but should it occur the...

...card holder liable for fraudulent charges.

As a special promotion during the holiday shopping season, Fogdog Sports is offering free ground shipping on United States purchases through December 31.

About Fogdog Sports

Fogdog Sports, which leads the online category in the \$150 billion-a-year retail sporting goods industry, has received venture capital funding from J.H. Whitney and Co. and Draper Fisher Jurvetson. For more information, contact: Fogdog Sports ([www.fogdog.com](http://www.fogdog.com)), 3031 Tisch Way, 100 Plaza East, San Jose, CA 95128; Phone: 408.261.6222; Fax: 408.261.6226.

CONTACT: Fogdog Sports  
Duffy Jennings, 408/615-3531  
[duffy@fogdog.com](mailto:duffy@fogdog.com)  
or  
A&R Partners  
Ron Kalb, 650/363-0982  
[rkalb@arpartners.com](mailto:rkalb@arpartners.com)

09:02...

19981214

10/K/11 (Item 1 from file: 635)  
Business Dateline(R)

Text:

...Madeleine French Bakery and Cafe, and an upscale restaurant called Mondo's.

#### WHOLE FOODS GOING ONLINE

Whole Foods Market, the Texas-based natural food superstore that has an outlet in Tempe, is taking its business to the Internet.

An electronic commerce subsidiary called WholeFoods.com is scheduled to launch March 22, offering about 6,000 products...

...products will be added later, and the company said it plans to aggressively discount its online merchandise.

Whole Foods expects to start selling high-end perishables like fish online sometime this summer. Regular delivery for non-perishables is four to five days, with overnight...  
...its Net store competes with its brick and mortar operations.

"The company feels that e-commerce is a trend we have to deal with," said John Fischer, director of marketing for the online store. "We are defending our turf as the largest purveyor of natural and organic food. If we squabble among ourselves on channel conflict, someone else will enter this market and we will be sorry later."

#### NEW CLUB DISNEY...

...Ray Road in Chandler. The Arizona stores were the first outside of California for Disney.

#### WEB SITE OF THE WEEK

Looking for some new baseball gear for yourself or a youngster hooked on the game? Check out Fogdog Sports at [www.fogdog.com](http://www.fogdog.com) and its new baseball store. It carries more than 200 mitts and gloves, 53...

...Madeleine French Bakery and Cafe, and an upscale restaurant called Mondo's.

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Set	Items	Description
S1	4169	S FOGDOG

S2 3994 S S1 AND (ONLINE OR ON-LINE OR INTERNET OR WEB-SITE OR WEBSITE OR (WEB(W)(SITE OR PAGE)) OR COMMERCE OR E-COMMERCE OR ECOMMERCE OR (ON(W)LINE))

S3 61830635 S PD<19990317

S4 119 S S2 AND S3

S5 28 S S4 AND (PROFIT??? OR MARKUP OR MARK-UP OR COST???)

S6 10 RD (unique items)

S7 16 S S4 AND (AFFILIATE OR AFFILIATES OR AFFILIATION OR AFFILIATIONS)

S8 36 S S5 OR S7

S9 13 RD (unique items)

S10 12 S S4 AND (CONFLICT??? OR PROTECT??? OR BYPASS??? OR BY-PASS???)

S11 32 S S4 AND (CHANNEL??? OR CONFLICT??? OR PROTECT??? OR BYPASS??? OR BY-PASS???)

S12 15 RD (unique items)

S13 22947 S ((CHANNEL OR DISTRIBUTION)(5N)(BYPASS??? OR CONFLICT???)

S14 20 S S2 AND S13

S15 20 S S14 AND S1

S16 8047 S S13 AND S3

S17 3 S S16 AND S1

S18 1 S S16 AND ALLSOP

S19 0 S S13 AND (ALLSOP(2N)(BRETT))

S20 30 S (ALLSOP(2N)BRETT) AND (CHANNEL OR CHANNELS)

S21 16 S S20 AND S3

S22 10 RD (unique items)

? t s22/k/all

22/K/1 (Item 1 from file: 15)

ABI/Inform(R)

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Text:

...be the best in the business by helping consumers in unique and valuable ways," said Brett Allsop, president of the Cedro Group.

"Whether it's helping them get advice from top athletes...

...predicts Net sales of sporting goods will represent 5 to 7 percent of the retail channel by 2005.

22/K/2 (Item 2 from file: 15)



ABI/Inform(R)

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Abstract:

...its growth potential, many are waiting to see it take off as a veritable distribution channel. One approach to the Internet has been for manufacturers to offer dealer locators on the...

Text:

...income of \$69,000.

"The demographics are almost perfect [for the sporting goods industry]," says Brett Allsop, president of the Cedro Group, Inc., the Internet provider that developed Sportsite, the umbrella web...

...its growth potential, many are waiting to see it take off as a veritable distribution channel. And most in the industry are convinced it will. But while some see the Internet...

Descriptors:

Distribution channels;

Classification Codes:

22/K/3 (Item 3 from file: 15)

ABI/Inform(R)

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Text:

...addition, a web site on the Internet and marketing at the local level are other channels Smith sees as crucial.

He also sees his crew of 120 employees as the driving...

...to forge a presence on the Internet. But the 10-person company--led by president Brett Allsop and college buds Andrew Chen and Robert Chea--is taking a slightly different tact

22/K/4 (Item 4 from file: 15)

ABI/Inform(R)

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Abstract:

...point to the vast highway of information as the most significant new sales and marketing channel to come about in years. With travel on the Internet growing at break-neck speed...

Text:

...point to the vast highway of information as the most significant new sales and marketing channel to come about in years.

With travel on the Internet growing at break-neck speed...

...its educated, upscale and largely male audience really caters to the sporting goods industry," notes Brett Allsop, president of Cedro Group, a presence provider based in San Jose, CA. "Vendors can create ...

22/K/5 (Item 1 from file: 810)

Business Wire

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...opportunities.

WHEN: Friday, February 12, 1999, 4 p.m.

WHO: Tim Harrington, CEO, Fogdog Sports  
Brett Allsop, President, Fogdog International  
Robin Smith, EVP, Retail and Operations, Fogdog Sports

WHERE: Sporting Goods Manufacturers...

...World Congress Center, Atlanta

BACKGROUND: The explosive growth in online commerce and the new distribution channel it provides has generated a great deal of interest among sporting goods manufacturers. They have...

22/K/6 (Item 2 from file: 810)

Business Wire

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SAN JOSE, Calif.--(BUSINESS WIRE)--Dec. 7, 1998--

Co-Founder Brett Allsop  
Becomes President of Fogdog Sports  
International World's Largest Online Sports Store Poised for Major...

...of CEO to his role with the company. Concurrently,  
company co-founder and board chairman Brett Allsop  
has been named  
president of the newly created Fogdog Sports International division.  
Harrington, a former...

...page of e-commerce news as the  
first-mover in this category of online retailing.

"Brett Allsop  
and the other two co-founders, Robert Chea and Andy  
Chen, built a solid foundation...

...the company's growth in the global market by  
building international business relationships and distribution  
channels  
for Fogdog Sports apparel, equipment and merchandise abroad.  
The company, which offers 15,000 products...

22/K/7 (Item 3 from file: 810)

Business Wire

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...world's fastest-growing companies  
in technology and retail sales.

According to SportSite.com CEO Brett Allsop  
, the company's future  
commitments for the cash include building the SportSite.com brand  
identity...

...the massive \$150 billion  
worldwide sporting goods market, which are not well served by existing  
channels," DFJ's Tim Draper said. "The company's ability to reach  
underserved markets via the...

...itself enough to predict  
that SportSite.com will be enormously successful. In addition, company  
CEO Brett Allsop  
, who grew up in the sporting goods business, has put  
together best-of-breed technology...

22/K/8 (Item 1 from file: 16)

Gale Group PROMT(R)

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...go on-line need an objective and should take the time to develop a strategy. Brett Allsop, president of Cedro, the largest Internet products and services company devoted to the sporting goods...

...ability to communicate and interact directly with consumers. Says Mark Sullivan, GM of the Style Channel, an Internet partnership between Fairchild Publications and America Online, 'The Internet is about building an...be included here.

Site maintenance - updating of site content on a regular basis.

Remarks Style Channel's Sullivan, 'Having a web site is like having a kid, in that you have...

...We could, for instance, see partnerships between travel companies and outdoor product manufacturers.

Adds Style Channel's Sullivan, 'There's going to be a fallout, and the result will be that...

19970201

22/K/9 (Item 1 from file: 20)

Dialog Global Reporter

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(USE FORMAT 7 OR 9 FOR FULLTEXT)

...opportunities.

WHEN: Friday, February 12, 1999, 4 p.m.

WHO: Tim Harrington, CEO, Fogdog Sports  
Brett Allsop, President, Fogdog

International

WHERE: Robin Smith, EVP, Retail and Operations, Fogdog Sports  
Sporting Goods Manufacturers...

...World Congress Center, Atlanta

BACKGROUND: The explosive growth in online commerce and the new distribution channel it provides has generated a great

deal of interest among sporting goods manufacturers.

They have...

19990211

22/K/10 (Item 1 from file: 471)

New York Times Fulltext

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...free of the distractions of simultaneously competing in traditional retail.

"The Internet is a new channel, and they are all out there exploring it," said Don Gilbert, the senior vice president...

...believe the Internet is the wave of the future for sporting goods."

Tell that to Brett Allsop, the president of Cedro Group Inc., which runs Sportsite.com, a compilation of dozens of...

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143065 DISRUPTING  
270837 DISRUPTED  
541252 DISRUPTION  
247007 DISRUPTIONS  
59681 ALIENATE  
1 ALIENTATES  
61703 ALIENATION  
61698 ALIENATING  
87391 ALIENATED

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23/7/1 (Item 1 from file: 471)

New York Times Fulltext

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03782987 NYT Sequence Number: 569003980420 (THIS IS THE FULLTEXT)

Old-Line Retailers Resist On-Line Life

JENNIFER STEINHAUER

New York Times , Late Edition - Final ED , Col 02 , p 1

Monday April 20 1998

Text:

Executives at Saks Fifth Avenue were a bit dazzled in the fall of 1996 when Time Warner Inc. offered them space on an Internet "mall" for less than \$100,000. It seemed like the right partner and the right time to try selling on the World Wide Web.

But once on Time Warner's Dreamshop site, Saks sold a \$2,000 suit to one man and some candy. By last month, Dreamshop was no more, and Saks has shelved plans for another commerce site. The company will use the Internet to give investors information, but Saks executives have concluded that cyberspace is not conducive to selling the high-priced, high-touch goods they specialize in, like soft, silky scarves and buttery leather purses.

As an industry, on-line retailing may be picking up steam, reaching \$3.7 billion in sales by the end of last year on the strength of books, music

CD's, computers and other goods that buyers do not need to pick up or try on to decide what they want. But for Saks and many other traditional merchants, cyberspace is seeming downright inhospitable, a place without shelves or aisles -- or revenues, in most cases.

And maybe most alienating to the old-line merchants, the on-line people do not even speak the language of retail.

"They talk in terms of hits," said Sheri Wilson-Gray, Saks's executive vice president of marketing. "But I don't know what that means in terms of the customer. I feel pretty confident in the judgment that there will not be major apparel transactions with a Saks customer in the short term there."

For the last two years, an avalanche of press releases, news reports and Zeitgeist buzz has proclaimed the Internet the great electronic bazaar that defines the future of commerce; any merchant left behind would surely perish.

But the truth is that American retail stores are struggling mightily to build a path onto the Net from the bricks and mortar that for the last century have defined their selling space. Few if any have made money on the Web, and many are still struggling to decide how to use the medium -- or whether they belong on line at all.

At the same time, they are hearing footsteps. Several large retailers -- notably the bookseller Barnes & Noble -- have already seen their turf invaded by Internet start-ups like Amazon.com. The start-ups usually have the advantages of knowing the quirks of electronic commerce, being small and agile enough to turn on a dime as on-line technologies and demographics shift. And they are free of the distractions of simultaneously competing in traditional retail.

"The Internet is a new channel, and they are all out there exploring it," said Don Gilbert, the senior vice president of information technology at the National Retail Federation. "But when you look at what people are buying now, in the grand scheme of things, it is not a significant part of their revenue stream."

Indeed, despite the seemingly impressive sales figures for electronic commerce so far, only 15 to 20 percent of those revenues went to the on-line sites of conventional retailers, according to Piper Jaffray Inc., a Minneapolis investment company. Most were rung up in the travel and financial services industries and in business-to-business sales.

The merchants finding the most success at selling on line tend to be ones -- again, like Amazon.com -- that exist only on line.

"Retailers are way back on the prairie, their wagon wheels are covered with mud, and they are not going anywhere," said Laura Berland, an executive vice president at ORB Digital Direct, an on-line commerce consulting firm. "It is very new technology, it is very expensive, and it wrenches at the heart of corporate culture."

To be sure, some of the frustrations retailers have encountered on the path to cyberspace are part of the medium's birth pains. But there are also other causes, including the industry's traditional unwillingness to spend

money on untried technologies and the failure of many companies to define which managers' roles encompass electronic commerce or to understand the profoundly different ways that people shop on line and in stores.

"The Internet scares the pants off of these guys," said Kate Dalhagen, a senior analyst at Forester Research in Boston.

Yet retailers who stay on the sidelines, she predicts, will almost certainly lose business to on-line enterprises.

Still, retailers' resistance is understandable. The Internet, for all its convenience, is still largely not a pleasant place to go shopping for things that require any sort of inspection, in part because of the low quality of images on the Web. Catalogues offer much better representations of clothing; colors, the textures of fabrics or the stitching details on a sweater are much clearer on glossy paper than they are on most computer screens.

What is more, unless a site is exceptionally well designed, clicking around to find items can be frustrating. And when Web traffic is high, as it often is on weekday afternoons and early evenings, on-line shopping can be slower than shopping in a store.

But what is trickiest about electronic retailing is learning how consumers shop on line -- almost the polar opposite of how they shop in a store. Many people who would browse in a department store and often buy on impulse go on line with a specific product in mind, find it, buy it and log off. Hence the failure of Dreamshop and other on-line electronic malls that attempted to mimic the shopping patterns of real malls.

Nor are many retailers willing to spend the time and money needed to experiment with on-line sales.

For example, Sports Authority, the sporting goods superstore chain, has a consumer Web site, but it does little more than list store addresses. "We don't see a reason to make much of an investment in the Internet," said Jack Smith, Sports Authority's chief executive. "I don't really believe the Internet is the wave of the future for sporting goods."

Tell that to Brett Allsop, the president of Cedro Group Inc., which runs Sportsite.com, a compilation of dozens of specialized sporting goods catalogues whose merchandise is sold through one site. Since the site was begun in September, its sales have grown an average of 52 percent a month, Mr. Allsop said. Though he declined to disclose total revenue, he said that by the end of the year the site would be generating "seven figures" in sales.

Sportsite got its start through a joint venture with Yahoo, but will now finance its growth with venture capital and, eventually, an initial public offering, Mr. Allsop said.

Direct merchants like catalogue companies, including Lands' End, have had an easier transition to cyberspace than store-based retailers -- except for chain stores with a history of investing in both technology and sophisticated inventory management. Wal-Mart Stores Inc., for instance, is commended by analysts for having one of the most sophisticated electronic commerce sites among traditional retailers.

Unlike most retailers' Web sites, the Wal-Mart site offers even more items on line than it does in its giant stores. In fact, the site's best-selling products are Rolex watches and Nike T-shirts -- items not even found in Wal-Mart stores.

"The transition is not simple," said Phil Martz, the director of



Wal-Mart Online. "It is a difficult task to track 1,000 orders a day from different homes and very different from shipping one case of something to a store and making sure it arrived."

No wonder, then, that some retailers have already given up on the idea of selling goods on the Web, and use it instead as a marketing medium to drive traffic to their stores.

Hillel Levin runs a company called Coolsavings.com, which distributes personalized coupons for retail stores and restaurants through the Internet. Clients include J. C. Penney, National Car Rental, Chuck E. Cheese and Blockbuster Video. It is not so much a capitulation, as a gradual realization about which kinds of consumer businesses lend themselves to on-line sales -- and which do not.

"In the last year," Mr. Hillel said, "we have seen people who said, 'We believe the Internet has gone beyond the point of us having our own Web sites.' "

Captions: Photo: Sheri Wilson-Gray sees no major role for on-line sales at Saks. (Andrea Mohin/The New York Times)(pg. D4)

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